

Distribution of Timber Sales on Dixie and Fishlake National Forests,

An Evaluation of Support to Small, Local Companies

A Participatory Research Project
by Southern Utah Forest Products Association



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SUMMARY

The following study compares timber sales on two neighboring national forests of southern Utah. The study was undertaken by Southern Utah Forest Products Association (SUFPA), a community based forestry organization representing small, local, forest product companies in south central Utah. Responding to diminished timber sales from Dixie and Fishlake National Forests, members of SUFPA worked with the Southwest Community Forestry Research Center to carry out the study.

The research was designed first and foremost to answer the needs of SUFPA members. A brief history of SUFPA and the genesis of this research project are found at the beginning of the report. The study gathered and analyzed timber sale data from 1985 to 2001. Data were obtained from the Supervisors' Offices of the Dixie and Fishlake National Forests. The primary documents used were the Periodic Timber Sale Accomplishment Reports and the Report of Timber Sales.

Sales were analyzed by volume and value of contracts awarded to small, medium, and large businesses over time. Because local operators in southern Utah are small, family owned companies, SUFPA created its own business size categories, rather than using the more common Small Business Administration system. For this study, businesses were grouped into following size categories: small businesses employ 1-15 people; medium businesses employ 16-60 people; and large businesses employ more than 60 people.

Results show that over the last fifteen years, the two national forests provided different levels of support to local communities. During the peak timber sale period, from 1985 to 1990, Dixie National Forest awarded the majority of its contracts to large businesses. In contrast, Fishlake National Forest awarded most of its contracts to small, local operators. Discussion of these research findings focuses on the complexity of sales as well as how the research may assist SUFPA in advancing community forestry for its members.

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Introduction

Southern Utah Forest Products Association (SUFPA) was founded in 1991 as a grass roots organization that promotes community based forestry while helping members develop and market their forest products and services. SUFPA was contacted in the summer of 2001 by the Southwest Community Forestry Research Center, housed at the Forest Trust. The Center wanted to know if and how it could be of help to SUFPA. Members had long felt that they were not getting their fair share of timber sales from local forests and had been concerned about insufficient supply to maintain their businesses. An offer proposing help to carry out a comparative study of timber sales on the two neighboring national forests became a working project.

This report follows the research approach and methods established by the Forest Trust for its research paper titled, "Distribution of Timber Sales on Northern New Mexico National Forests: Are Small and Medium Sized Businesses getting Their Share?" (Gunderson 2001). SUFPA recognizes that many factors will affect how sales are structured and awarded, and sees this research project as a first step in understanding the reality of timber sales in southern Utah.

SUFPA's research has emphasized that the common thread linking various historic uses with current forest interests is the connection between people and the forest. These human connections are affected by management decisions on national forest lands, and it is important to remember that the numbers presented in this report reflect real people, real work and real lives.

Background

Most of SUFPA's members live and work in the rugged landscape of southern Utah's canyon country. Southern Utah is largely a rural area that has traditionally been dependent on natural resources from public lands. Cattle ranching and logging have formed the backbone of the economy since the first settlement by Mormon pioneers. Ninety-seven percent of the land in Wayne County is administered by either federal or state governments. Fishlake National Forest and Dixie National Forest together constitute ten percent of the total land in Wayne County.

Early indigenous people used the surrounding forests for their survival, and both Capitol Reef National Park and Anasazi State Park exhibit remarkable relics of this ancient culture. Archeological evidence clearly shows that the Anasazi used timber to build homes and to

heat them. The Mormon pioneers who settled this area in the mid-1800s also cut timber for their survival. Examples of their log homes, barns, and granaries remain, and some are still in use. Local communities continue to use firewood, although it is often used for supplemental heat rather than as the main source of winter warmth. Beginning with settlement by Mormon pioneers, small, family-owned logging operations and mills developed to produce mine props for nearby coal mines, posts and poles for fencing, dimensional lumber for home-building, and rough-sawn boards for local woodworkers making furniture and other wood furnishings.

Throughout their history, these family-owned operations sometimes struggled to stay alive. Recently, changes in the mine prop industry, increases in the value of salvage timber, and difficult access to many Forest Service timber sales have led to a further decline of the timber industry in the small rural communities of southern Utah. Some small operators have been able to stay afloat, while others have been forced to shut down. Appendix A shows small businesses that have operated in southern Utah over the last fifteen years. While some have maintained a sporadic and small volume of sales over many years, others were only able to operate one or a handful of sales.

Small businesses that have managed to persist have made adjustments to their operations to maintain profitability. For example, the Woolsey family mill, operated by a family of five (a father, two sons, and two grandsons) closed their mill after twenty years. The family has adapted to the closure, however, by shifting their commercial focus to logging for the nearby Escalante mill. Similarly, the Torgerson Timber Mill is operated by a family of four (a father and three sons) and has adapted to the timber industry climate in order to ensure its viability. The nearly thirty-year old business has begun operating on a part-time basis, reflecting the reduced opportunities for a small enterprise in the area. The Torgerson mill is currently exploring new timber-based markets in hopes of creating a more viable, consistent niche for itself.

Yet another mill that has changed its structure is Utah Forest Products in Escalante, Utah. This mill was originally started in 1993 by a local businessman whose family had a history in the forest products industry. The mill was sold in 1995 to a large company in Wyoming. Though owned by an outside business, it has been managed and operated with local families for the last nine years. Historically, the mill has employed a varying number of people (from a low of 15 to a high of 90). Utah Forest Products also continues a practice of subcontracting some of its work to loggers in Wayne County. Thus, this mill has been seen by communities and agencies as a local operator, even when externally owned. According to the manager, this arrangement with a larger business was the only feasible means of bidding on the larger sales that have kept the mill running through the period of this study.

To some degree, decreased timber activity is reflective of a larger, national trend within the national forest system. From 1970 to 1990, about 10 to 12 million board feet of timber was harvested annually on national forest land. Within the last decade of the century, however, volume levels dropped drastically. By 2001, total timber volume sold from national forests had reached a fifty year low of 1.5 million board feet. The reasons behind the decreased sale volume are many. They include a general shift in national forest management priorities from timber production to forest health (USDA Forest Service 1998).

Another major factor related to the change in management policies is a move by large, industrial timber firms to private lands. Private land harvest volumes are a near mirror image of national forest volumes: the former have increased over the last forty years such that total timber removals from all forested lands in the U.S., private and public, have remained virtually static (USDA Forest Service 2001). By focusing on percent shares and avoiding isolated analyses of absolute timber sale volumes, this study is able to represent the status of small business activity within the Forest Service's timber program in a way that is not contorted by the overall decrease in timber volumes offered by the agency. In other words, percent shares allow for uniform comparison of volumes regardless of the size of the timber program.

Definition of Terms

Because local operators in southern Utah are small, family owned companies, SUFPA created its own business size categories, rather than using the more common Small Business Administration (SBA) system. The SBA defines a small business as one that employs 500 or fewer people. Under this definition, there are no large companies operating in southern Utah. SUFPA felt that it was important to refine the SBA definition to better reflect business sizes in the region. Thus, for this study, a small business is defined as one that employs up to 15 people, a medium business employs 16-60 people, and a large business employs 61-100 people or occasionally more. These size categories reflect the small business nature of community based forestry in southern Utah.

Wood resources are sold on national forests through either contracts or permits. Contracts are most often used for the sale of saw timber and are awarded through a competitive bidding process that can pit one community member against another. SUFPA was originally formed to respond to issues such as the competitive bidding process that make it difficult to encourage collaborative effort. Contracts require complex paperwork and typically involve sales of greater volume and dollar value than permits. Generally, only established wood products businesses bid on contracts. Small entrepreneurs find the contracting process and the relatively large up front costs of contract sales to be prohibitive at worst and daunting at best.

Permits from the U.S. Forest Service require very little paperwork and are granted for both commercial and personal uses. Commercial permits are granted to small businesses and individuals for value-added products that will be marketed such as Christmas trees, firewood, posts and poles, and small quantities of saw timber. Personal use permits require the least amount of paperwork, but it is illegal to resell the products. There is evidence, however, that significant amounts of wood obtained through personal use permits are sold for commercial purposes.

Dead and down material can be gathered by a third category of permit and is primarily used for firewood. For the purposes of this study, fuel wood permits are included within the personal permit category.

Finally, all volumes in this report are measured in thousand board feet (mbf). The Forest Service began converting to the use of hundred cubic feet (ccf) in the mid-nineties; however, since we collected data going back to 1985, we use thousand board feet (mbf) throughout the study period for consistency.

Methods

This report follows the research approach and methods established by the Forest Trust for its research paper titled, “Distribution of Timber Sales on Northern New Mexico National Forests: Are Small and Medium Sized Businesses getting Their Share?” (Gunderson 2001). The author of the initial report, Greg Gunderson, provided technical assistance by telephone and email.

Data used to write this report were obtained from the Supervisors’ Offices of the Dixie and Fishlake National Forests. The primary documents used were the Periodic Timber Sale Accomplishment Reports (PTSARs) and the Report of Timber Sales documents. The data compiled from these documents included the sale name, bid date, Small Business Administration (SBA) status, species sold, volume (in mbf – thousand board feet), company name, business size, and bid value (Appendix A). Data gathered on personal use permits and small commercial permits were taken from the PTSAR one page summary for each year (Appendix B).

Generally, data from the two forests were in good order. There did not appear to be any missing data, and cooperation from Forest Service staff was exceptional. One section of data that was not available from either Dixie or Fishlake National Forests was the small commercial permit and personal use permit information from 1985-1990, because that data was not collected by the Forest Service at that time. Because of this difference in available data, volumes from 1985-1990 and 1991-2001 are reported separately. For comparison purposes, when all fifteen years of data are compiled, numbers refer to timber sale volumes only and do not include any permit volumes.

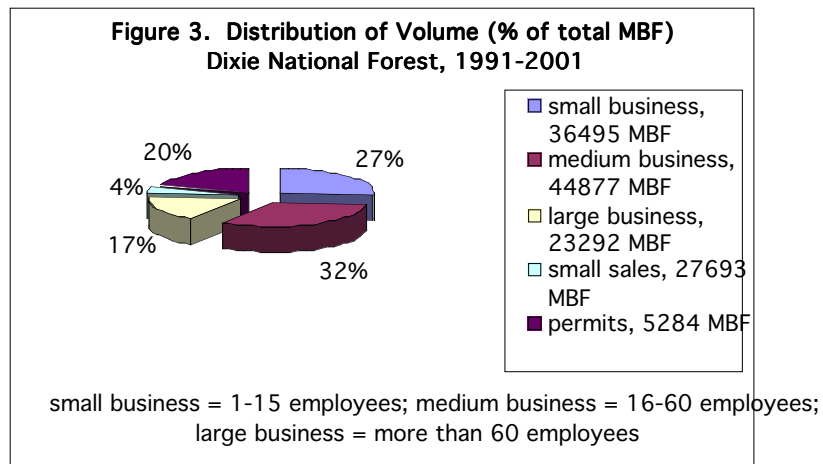
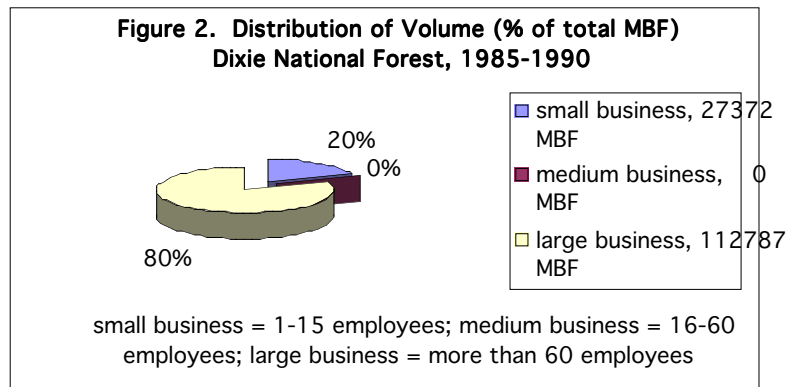
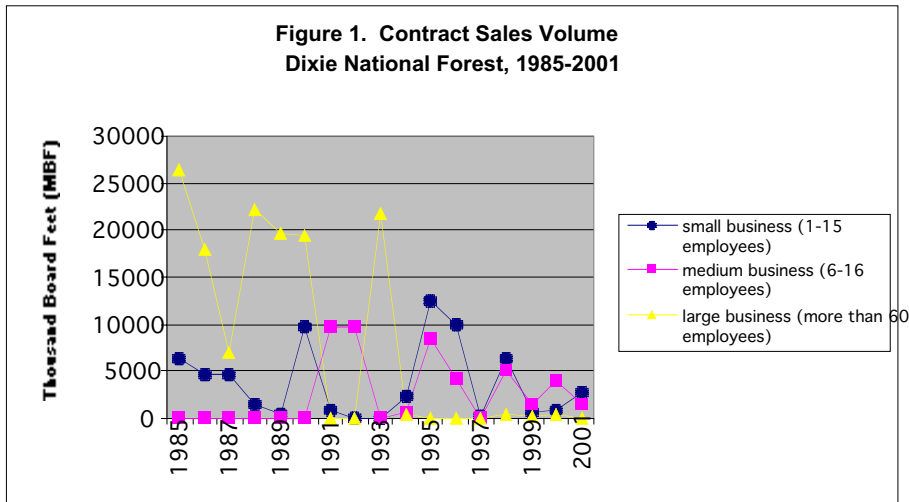
SUFPA staff conducted informal interviews with local operators, Forest Service timber specialists, and other Forest Service personnel in order to verify data and provide contextual information that help to explain the data. SUFPA also used targeted interviews with local operators about volumes necessary to sustain their business. Some of these interviews were with current operators, and some were with operators who went out of business during the study period (Appendix C).

This was a participatory research project. As such, SUFPA members’ needs and interests were of critical importance in guiding the research, from framing the original research question to interpreting the results (Whyte 1991). In order to achieve this, SUFPA members were consulted throughout the study.

Research Results

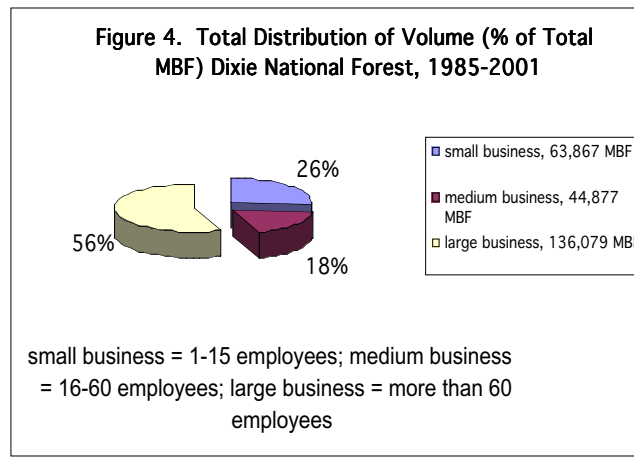
Dixie National Forest

The total volume sold on Dixie National Forest has fluctuated a good deal over the last fifteen years (Figure 1). Fluctuations have occurred year by year and a clear trend of diminishing volume sold is evident. In the five-year period from 1985 to 1990, the Dixie National Forest sold 140,159 mbf of timber (Figure 2). During twice the time, from 1991-



2001, the forest sold 104,664 mbf, or nearly 35,000 mbf less timber overall (Figures 1 and 3). When personal and small commercial permits are included, the total volume sold was 137,641 mbf, but was still well below figures for the previous five years.

During the peak timber sale period (1985-1990), sales on the Dixie favored large businesses. They received 80% of the total volume sold (Figure 2). In the nineties, when overall timber sale volume had decreased, sales shifted to small and medium businesses. When combined, we find that 59% of volume supported local communities (Figure 3). However, over the full fifteen year period, small and medium businesses combined received 44% of total timber volumes (Figure 4).

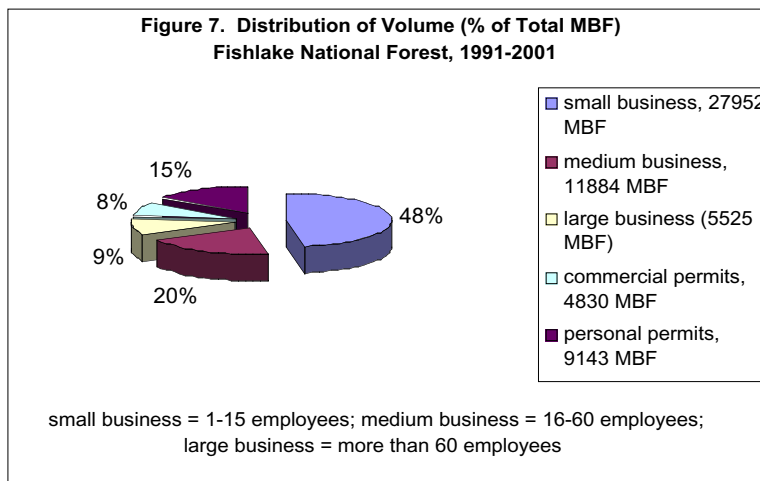
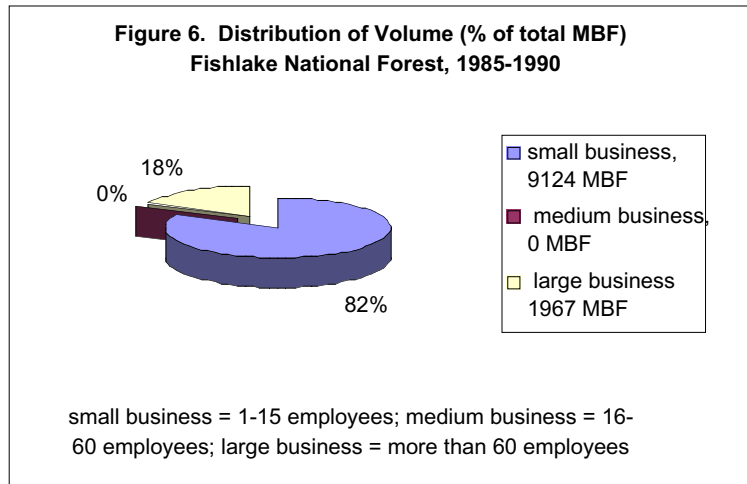
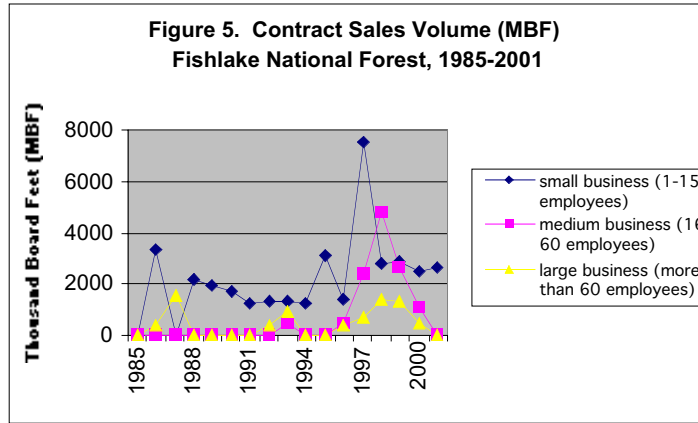


When combined with permit volumes (shown in Figure 3), 83% of sales went to local operators. This is a significant share of volumes; however, of this share, the timber volumes, which provide the greatest economic return, were lowest for local operators. It is also possible that local operators' share increased because the timber market (as reflected in Figure 1) was no longer attractive to large businesses.

From the small company's point of view it appears that though Dixie National Forest did offer sales and permits to small businesses, it did not make a strong commitment to support local forest industries during the peak timber period (Figures 1 and 2). The reasons are varied but certainly include the increased time and expense of NEPA (National Environmental Policy Act) analyses, litigation by environmental organizations opposed to timber sales on national forests, and failure by Dixie National Forest to place local community interests on the highest level of priority (personal communication 2002). It is also apparent that there have been some personal conflicts between local operators and forest service personnel. Part of the reason local operators felt a conflict existed was the lack of response to their frustrations over the insufficient number of sales geared to small businesses (personal communication 2001-2002).

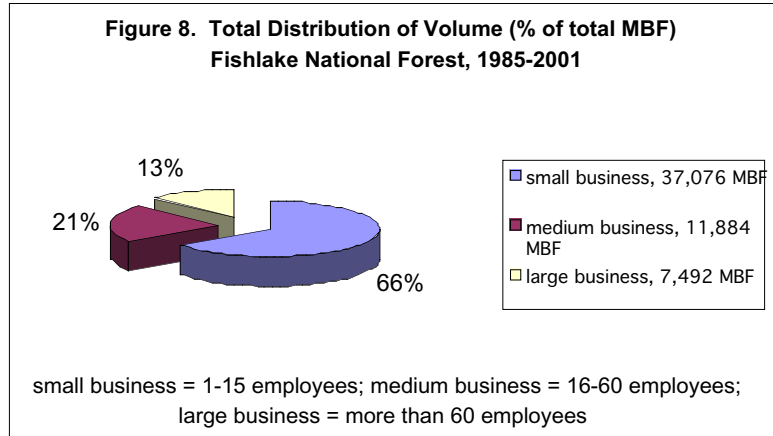
Fishlake National Forest

The Fishlake National Forest appears to have made a strong commitment to support local communities by awarding a much larger portion of total sales to small businesses over all fifteen years (Figure 5). The numbers for the years 1985-1990 show the Fishlake made 82%



of its commercial timber sales to small operators (Figure 6). There were no sales to medium sized companies during 1985-1990, and sales to large companies were limited to 1,967 mbf, or 18%. In the period between 1991-2001, overall volumes sold on the Fishlake increased, but the proportion of timber sales to small and medium businesses decreased slightly, to 68%. When combined with the permit volumes, this percentage increases to 91% of volumes that were likely available to small and medium operators (Figure 7).

Over the full fifteen year period, Fishlake National Forest offered a total of 37,076 mbf to small operators, or 66% of all timber sales. When combined with medium businesses, this volume increases to a total of 48,960, or 87% of all timber volumes (Figure 8). As mentioned above, this number increases even further when including the permits from 1991-2001 (Figure 7). We believe the Fishlake National Forest was able to show strong support to local communities in part because of decisions that were made by the Forest Supervisor to design sales specifically for small, local businesses.



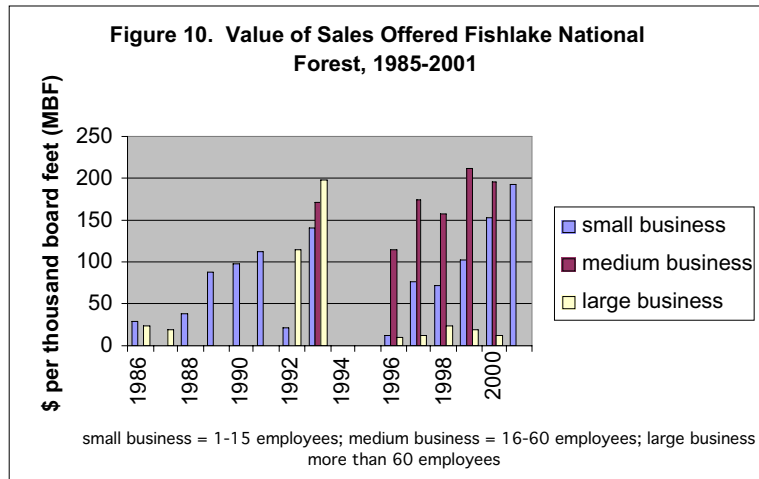
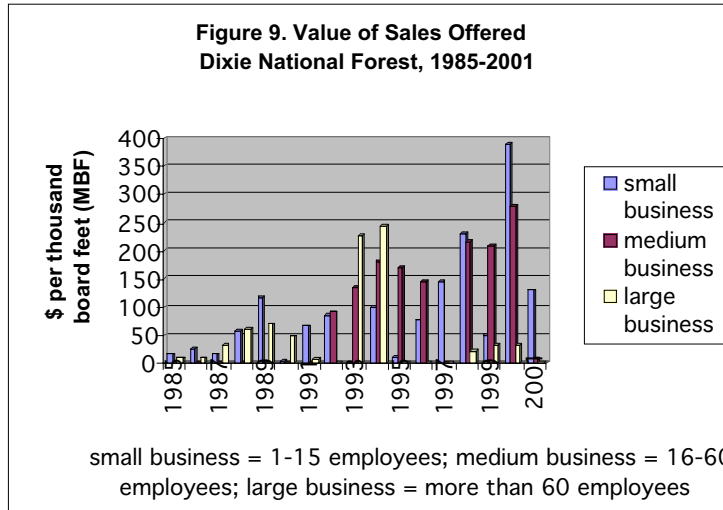
Price of Sales

An additional factor affecting local communities and their ability to sustain small enterprises is the value of sales offered. While many factors may affect pricing, the quality of timber is often most significant. Average prices for all businesses for the full time period of this study on the Dixie were \$73 per mbf while average prices on the Fishlake were \$54 per mbf.

Small businesses paid \$89 per mbf on the Dixie and \$71 per mbf on the Fishlake, while medium businesses paid slightly less at \$84 per mbf on the Dixie and \$64 per mbf on the Fishlake. Large businesses paid significantly less at \$47 per mbf on the Dixie and \$27 per mbf on Fishlake (Figures 9-10).

One reason for the lower sale prices on the Fishlake is that a large quantity of aspen, which has a lower value, was sold to Stoltze Aspen Mill (see Appendix A). Another possible reason for lower prices on the Fishlake is that the sales were specifically designed to support smaller businesses, which cannot afford to bid on larger, more expensive timber. Without

knowing more detail on the quality of timber offered, it is difficult to determine if one business size is enjoying a competitive advantage; however the price data demonstrate that larger businesses paid lower than average prices while medium and small businesses paid higher than average prices. A subsequent study will provide more detail on species sold by business size and will help to better explain pricing data.



Discussion

Our research shows a strong difference in the level of support to small businesses when comparing the Dixie and Fishlake National Forests. It is striking that the volumes sold on each forest were mirror images of one another from 1985-1990 and that while moderated, this trend continues through 1991-2001. The numbers for the years 1985-1990 show Dixie National Forest made 20% of commercial timber sales to small operators while the Fishlake made 82% (Figures 2 and 6). These figures represent a trend that continued between 1991-2001, during which time the Dixie awarded 59% of commercial sales to small and medium businesses and the Fishlake awarded 68% (Figures 3 and 7). During the full fifteen years,

Dixie awarded 44% of its sales to small and medium businesses, and Fishlake awarded 87%, or approximately double the sales to local operators (Figures 4 and 8).

One striking difference between these forests is in the total volumes sold over the full fifteen year period. Overall, Dixie's timber sale volumes were 244,823 mbf (Figure 4), while Fishlake's timber sale volumes were 56,452 mbf (Figure 8). In other words, during this study period, Dixie's timber program was 77% larger than Fishlake's. So while the Fishlake offered a much greater proportion of its sales to small operators, the actual volumes were much smaller (Figures 1 and 5).

When we try to analyze why the Fishlake has been more successful than the Dixie in providing sales to small and medium sized local businesses, we keep coming back to decisions made at the Forest Supervisors' Offices. SUFPA recognizes the complexity of designing small sales and the greater efficiency that larger sales can provide. However, both the Fishlake and Dixie National Forests are faced with these same challenges and addressed them with very different results. Limitations from NEPA and sale costs provide only part of the picture. It is clear that support for communities is a decision that must be made at the higher levels within the Forest Service so that districts have financial and human resources to support small sales.

The data, to some degree, explains the sporadic timber activity observed in Appendix A. Given the number of operators that have been active across the fifteen year period and the corresponding small volume that was offered to all small businesses, it is entirely possible that had more of the timber volume offered to large businesses been made available to small operators, some of the small operators might have been able to stay in business. This is especially true of the larger Dixie timber sale program. Interviews with business owners and managers echoed this sentiment.

On average, local, small operators say that one to two million board feet of timber per mill would allow them to reopen and get back to work. These numbers reflect the operators' orientation toward supplying a local mine prop industry. This market diminished in size along with the timber programs in the area, and is now beginning to re-open because the miners prefer the safety factor of wood cribs that squeak when under pressure. Although this re-emerging market is positive for local operators, producing a mine crib is not a highly value-added end product. SUFPA is making efforts to help local operators find new and innovative ways to add more value to the products of forest restoration.

Attention to sustaining small, local operators in this way has the potential to be particularly significant in the context of community forestry. Whereas large, often external operators will vacate a location when timber sales decline, small local operators cannot afford to extend their range and maintain a profit. Haul costs necessitate that sales to small businesses be offered locally. When national forests are able to provide such sales, small businesses have the potential to contribute to a sustained local economy over many years.

Opportunities

Both Dixie and Fishlake National Forests are developing forest plans for the next decade. Considering the fire season of 2002, the incorporation of National Fire Plan (NFP) goals will certainly be considered in the development of plans. Since the NFP highlights the harvest of small-diameter timber, the development of associated markets, and the encouragement of local capacity building and cooperation, tremendous opportunity now exists for increasing small, local business involvement in forest contracts and services. SUFPA is taking advantage of the opportunity to be involved at every step of the forest planning process in order to access these new opportunities.

Conclusions

The Fishlake National Forest showed a real effort to support local communities through its sale of 82% of its timber volume in 1985-1990 and 68% of its volume in 1991-2001 to both small and medium sized companies. A similar level of support from the Dixie National Forest could revive small, community-based forestry efforts for the entire region. Given the forthcoming National Fire Plan (NFP) budgets and the formulation of new forest management plans for the Dixie and the Fishlake, now is the time to integrate a joint plan that will provide for healthy forests and healthy forest communities. We advocate that a significant proportion of NFP dollars be spent on developing a forest economy that focuses on ecologically sound restoration while simultaneously utilizing the talents and knowledge of local communities.

SUFPA will use the results of this research to continue its work promoting ecologically sound forest policies that support local communities. While the findings of this research frustrate some SUFPA members because they support their perception that Forest Service policies have favored non-local industries, the results also encourage these same members to think about increasing their involvement in restoration activities. A growing trend is for small, community based forest enterprises to be involved in a suite of restoration related activities, which may include fuels reduction treatments, fire rehabilitation, or forest inventory work. These are new endeavors for many SUFPA members; however, they may allow families to continue the tradition of working in the woods. These restoration practices also would help SUFPA fulfill its dual mission – of providing work for its members and sustaining forest health.

Future Research

SUFPA is committed to continue monitoring the Dixie and Fishlake National Forest timber sales on an annual basis. A research topic in consideration involves collecting the same timber sale activity information for the Manti-La Sal National Forest. Data from the Manti-La Sal would complete the timber sale picture for this region of Utah, and the results could also inform the decision of whether or not it would be advantageous for SUFPA to attempt future expansion into the southeast corner of the state. Also, research for the study presented here unearthed an interest by our woodworkers in analyzing timber sales by species. A study

of species sold would, in addition to providing information for woodworkers, also expand the understanding of the value of timber sales. Results from this study are forthcoming.

Acknowledgements

We wish to acknowledge the following people who contributed to the research and writing of this report. Tori Derr, from the Forest Trust, was catalyst and mentor during the whole of this research project and we thank her for her guidance, patience and good humor. Forest Service personnel found and made available the basic information essential to our research as well as answered questions about Forest Service Timber Programs. Thank you to Barry Johnson of Dixie National Forest and Ron Sanden of Fishlake National Forest. We appreciate your expertise and candor. Jennie Barclay did much of the leg work and all of the data processing. Thank you for hanging in there and for doing such a thorough job. Greg Gunderson made himself available to answer technical questions regarding the methodology he developed for the Forest Trust's timber sale analysis as well as mentoring us on the use of unfamiliar computer software. Thank you for the clear and concise way you handled all our queries. Jeff Morton, of the Forest Trust, provided valuable assistance in the analysis and writing of the report.

Finally, we want to acknowledge the Southwest Community Forestry Research Center for the support it offers to local efforts such as Southern Utah Forest Products Association. The opportunity to carry out a participatory research project has been very meaningful for us. The knowledge gathered through this process has been empowering – not only as further evidence to use in pursuit of our goals, but more basically as a means of helping us shape our perceptions of where we fit into the bigger picture of land use management. You have challenged us and given us an opportunity to meet that challenge. We thank you for the potent reminder that knowledge is power.

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Appendix A

**Sales Data on the Dixie and Fishlake National Forests
1985-2001**

Appendix A. Sales Data on the Dixie and Fishlake National Forests

Small Businesses (1-15 employees)

Date	Sale Name	Purchaser	MBF	Forest (D=Dixie; F=Fishlake)
9/30/85	Peterson Grove #5	Bliss Brinkerhoff-Bicknell, UT	370	D
8/18/87	Peterson Grove # 9	Bliss Brinkerhoff-Bicknell, UT	260	D
9/18/91	Cyclone 4 Salvage	Bliss Brinkerhoff-Bicknell, UT	78	D
8/12/94	Radio Tower Salvage	Dwight Brinkerhoff-Bicknell, UT	187	D
3/19/96	Black Forest Salvage	Dwight Brinkerhoff-Bicknell, UT	137	D
11/12/96	The Lakes	Dwight Brinkerhoff-Bicknell, UT	142	D
4/20/99	Pole Creek UI	Beaver Wood-Beaver, UT	509	F
12/29/86	East Snow Lake	Bobby Edwards-Loa, UT	591	F
6/24/92	South Last Chance	Bobby Edwards-Loa, UT	1008	F
1/31/85	Wildcat Guard Station	Chappell Lumber Co.-Lyman, UT	849	D
9/30/85	Peterson Grove #4	Charles Torgerson-Bicknell, UT	540	D
6/24/86	West Branch	Charles Torgerson-Bicknell, UT	615	D
7/1/86	Peterson Grove #6	Charles Torgerson-Bicknell, UT	410	D
8/18/87	Peterson Grove # 8	Torgerson Timber Inc.-Bicknell,UT	290	D
8/30/88	North Big Lake # 1	Torgerson Timber Inc.-Bicknell,UT	1090	D
9/27/89	Peterson Grove # 12	Torgerson Timber Inc.-Bicknell,UT	210	D
12/21/95	Pleasant Creek Salvage	Torgerson Timber Inc.-Bicknell,UT	159	D
12/21/95	Park Ridge Salvage	Torgerson Timber Inc.-Bicknell,UT	285	D
9/4/96	June Blowdown Salvage	Torgerson Timber Inc.-Bicknell,UT	94	D
9/4/96	Big Lake Blowdown Salvage	Torgerson Timber Inc.-Bicknell,UT	116	D
12/16/97	Rolling Rock	Torgerson Timber Inc.-Bicknell,UT	235	D
10/26/93	Horse Hollow 5	Torgerson Timber Inc.-Bicknell,UT	141	F
4/24/97	Hens Peak Salvage I	Torgerson Timber Inc.-Bicknell,UT	395	F
			4580	
9/27/85	Crawford Creek	Claude Bradbury, location not available	1500	D
11/15/00	Little Corner Salvage	Coleman Logging Co.-Escalante, UT	27	D
12/2/88	Seamon Canyon 2	Danial Zitting, location not available	150	D
6/20/88	Lake Peak	Fishlake Lumber Co.-Beaver, UT	339	F
6/27/89	Anderson #2	Fishlake Lumber Co.-Beaver, UT	1016	F
9/12/91	Indian Creek Salvage 3	Fishlake Lumber Co.-Beaver, UT	88	F
7/28/92	SR-153 Salvage	Fishlake Lumber Co.-Beaver, UT	102	F
6/1/95	Hi Hunt	Fishlake Lumber Co.-Beaver, UT	967	F
Sep-97	Pole Creek Salvage 4	Fishlake Lumber Co.-Beaver, UT	509	F
5/11/00	Circleville Salvage 1	Fishlake Lumber Co.-Beaver, UT	650	F
5/24/01	Circleville Salvage 2	Fishlake Lumber Co.-Beaver, UT	624	F
5/24/01	Circleville Salvage 3	Fishlake Lumber Co.-Beaver, UT	595	F
7/23/91	Circleville B	Fishlake Lumber Co.-Beaver, UT	1136	F

Small Businesses, continued

Date	Sale Name	Purchaser	MBF	Forest
12/6/96	Gunsight Salvage 2	Frandsen Logging&Lumber-Panguitch, UT	517	F
Sep-97	Pole Creek Salvage 1	Frandsen Logging&Lumber-Panguitch, UT	188	F
Sep-97	Pole Creek Salvage 2	Frandsen Logging&Lumber-Panguitch, UT	556	F
Sep-97	Pole Creek Salvage 3	Frandsen Logging&Lumber-Panguitch, UT	346	F
9/30/85	Big Lake # 2	Gaylen K. Rees-Bicknell, UT	450	D
6/20/86	Whooten Spring	Gaylen K. Rees-Bicknell, UT	932	F
12/5/94	Water Canyon Salvage	Greg Poteet-Escalante, UT	104	D
9/26/96	Boundary	Intermountain Timber Prod.-Montrose,Co.	1203	D
12/18/96	Duck Creek Salvage	Intermountain Timber Prod.-Montrose,Co.	1943	D
5/9/97	Monument Peak Salvage	Intermountain Timber Prod.-Montrose,Co.	404	F
3/11/96	Mud Springs Salvage	James D. Peterson Logging, Aurora, UT	152	D
3/11/96	South Creek Bench Salvage	James D. Peterson Logging, Aurora, UT	299	D
3/21/96	BH Bear Flat	James D. Peterson Logging, Aurora, UT	264	D
8/29/96	Bullpine	James D. Peterson Logging, Aurora, UT	134	D
6/19/90	Clover	Jan Ellett-Loa, UT	117	F
4/26/96	West Tidwell Salvage	Jan Ellett-Loa, UT	261	F
3/31/86	Betenson Flat	Dewey Woolsey-Bicknell, UT	416	F
3/24/88	Neffs	Dewey Woolsey-Bicknell, UT	1852	F
9/27/90	Rosebud	Jerry Woolsey-Bicknell, UT	9679	D
9/5/96	Davis Flat Salvage	Jerry Woolsey-Bicknell, UT	44	D
9/5/96	Aquarius Salvage	Jerry Woolsey-Bicknell, UT	46	D
6/8/93	Neffs Beetle Salvage	Jerry Woolsey-Bicknell, UT	1065	F
4/19/95	Cove Mountain Salvage II	Jerry Woolsey-Bicknell, UT	416	F
4/24/97	Hens Peak Salvage 4	Jerry Woolsey-Bicknell, UT	941	F
4/24/97	Hens Peak Salvage 5	Jerry Woolsey-Bicknell, UT	531	F
9/27/01	Castle Creek Aspen	K & D Forest Product Inc.-Panguitch, UT	1405	D
7/18/97	Betenson 2 Salvage	K & D Forest Product Inc.-Panguitch, UT	1290	F
Sep-97	Pole Creek Salvage 7	K & D Forest Product Inc.-Panguitch, UT	111	F
Dec-97	Pole Creek Salvage 5	K & D Forest Product Inc.-Panguitch, UT	2.03	F
3/26/98	Pole Creek 8 Salvage	K & D Forest Product Inc.-Panguitch, UT	336	F
7/15/00	Betenson 2 Beetle Trees	K & D Forest Product Inc.-Panguitch, UT	150	F
5/23/01	Mill #10	K & D Forest Product Inc.-Panguitch, UT	676	F
9/25/01	White Pine 2	K & D Forest Product Inc.-Panguitch, UT	187	F
			4157	
5/30/85	Kings Creek T.S.	Kim Sanders, Aurora, UT	2710	D
4/28/87	Blowhard	Kim Sanders, Aurora, UT	3920	D
8/6/91	East Creek	Kim Sanders, Aurora, UT	852	D
6/19/86	Pleasant	Lane Ellett and Sons-Bicknell, UT	227	D

Small Businesses, continued

Date	Sale Name	Purchaser	MBF	Forest
8/18/87	Peterson Grove # 10	Lane Ellett and Sons-Bicknell, UT	230	D
10/26/93	Horse Hollow 8&9	Lane Ellett and Sons-Bicknell, UT	118	F
6/14/96	Velvet Lake Blowdown	Larry Reidhead & Sons-Fredonia, AZ	68	D
6/14/96	Velvet Lake Salvage	Larry Reidhead & Sons-Fredonia, AZ	786	D
6/14/96	Griffin Creek Salvage	Larry Reidhead & Sons-Fredonia, AZ	106	D
10-02-1986	Cameron Wash	Lawrence Frandsen-Panguitch, UT	672	D
10/20/89	Uinta Flat Salvage	Lawrence Frandsen-Panguitch, UT	131	D
3/22/90	Plantation Flat	Lloyd Chappell and Sons-Lyman, UT	82	F
6/19/90	Hancock Flat	Lloyd Chappell and Sons-Lyman, UT	1375	F
11/14/90	My Flat II	Lloyd Chappell and Sons-Lyman, UT	34	F
4/16/01	Mill #11	Loa Sawmills-Loa, UT	263	F
11/15/90	Whooten Salvage	Loa Sawmills-Loa, UT	79	F
11/29/99	Briggs Hollow Aspen	Loa Sawmills-Loa, UT	548	F
Mar-01	Niotche Blowdown 2	Loa Sawmills-Loa, UT	77	F
8/20/01	Jolley Mill Point 2	Loa Sawmills-Loa, UT	198	F
9/30/88	Seamon Canyon 1	Middleton Timber Inc., Cedar City, UT	165	D
9/25/95	Sidney Valley Helicopter	Mountain Valley & Hassig-Parowan, UT	12000	D
9/22/94	Long Flat	Mountain Valley Timber-Parowan, UT	1139	D
9/22/94	Overlook	Mountain Valley Timber-Parowan, UT	895	D
5/8/96	Navajo Ridge	Mountain Valley Timber-Parowan, UT	2772	D
9/25/96	Mammoth CR Recovery	Mountain Valley Timber-Parowan, UT	1467	D
5/14/98	Hancock 2	Mountain Valley Timber-Parowan, UT	6299	D
11/4/99	Paradise Springs Aspen	Mountain Valley Timber-Parowan, UT	643	D
9/12/00	Dead Bear	Mountain Valley Timber-Parowan, UT	715	D
3/26/98	Rigger Park I Salvage	Mountain Valley Timber-Parowan, UT	948	F
Mar-98	Rigger Park 2 ?	Mountain Valley Timber-Parowan, UT	1002	F
4/20/99	Rigger Park 5	Mountain Valley Timber-Parowan, UT	833	F
4/27/99	Baker Spring	Mountain Valley Timber-Parowan, UT	968	F
5/11/00	Baker Spring 2	Mountain Valley Timber-Parowan, UT	474	F
10/2/89	Pine Canyon	Prestwich Lumber Co.-Moroni, UT	116	D
12/30/86	Circleville No. 1	Prestwich Lumber Co.-Moroni, UT	1386	F
3/11/96	South Creek Salvage	Reed LeFevre, Tropic, UT	156	D
8/23/01	Rhyolite	Rocky Mountain Timber Co.-Hamilton, Mont.	1377	D
10/22/98	V.L. Salvage	Ronald J. Kelly-Escalante, UT	84	D
5/12/86	Daves Hollow 2	Sanders Logging, Aurora, UT	228	D
6/26/86	Delong Flat	Sanders Logging, Aurora, UT	2560	D

Small Businesses, continued

Date	Sale Name	Purchaser	MBF	Forest
12/8/97	South Last Chance Aspen	Thompson Logging-Kamas, UT	1485	F
5/11/00	Burnt Flat Aspen	Thompson Logging-Kamas, UT	782	F
5/11/00	Big Flat 2 Aspen	Thompson Logging-Kamas, UT	380	F
8/4/92	Dry Lake	Thousand Lake Lumber Co.-Lyman, UT	110	F
8/4/92	Buck Hollow	Thousand Lake Lumber Co.-Lyman, UT	98	F
3/25/94	Deep Creek	Thousand Lake Lumber Co.-Lyman, UT	1214	F
5/16/95	Snow Bench	Thousand Lake Lumber Co.-Lyman, UT	615	F
3/26/98	Pole Creek 6 Salvage	Timber Crafts Lumber Inc., Lyman, UT	509	F
8/9/00	Niotche Blowdown	Timber Crafts Lumber Inc., Lyman, UT	77	F
6/7/95	E. Tidwell Salvage Aspen	UT Aspen, Sigurd, UT	1128	F
9/24/92	Road Canyon	Vaughn W. Heaton	82	D

Medium Businesses

Date	Sale Name	Purchaser	MBF	Forest
9/26/00	Steam Engine	Intermountain Resources-Montrose, CO	3119	D
4/26/99	Mill Creek	Intermountain Resources-Montrose, CO	2187	F
6/11/98	Lowder/Bunker	Satterwhite Log Homes-Gunnison, UT	4420	D
9/3/92	Roundy	UT Forest Product Inc.-Escalante, UT	9735	D
10/14/93	Wildcat Salvage	UT Forest Product Inc.-Escalante, UT	42	D
9/22/94	Peaks	UT Forest Product Inc.-Escalante, UT	497	D
9/22/94	Castle	UT Forest Product Inc.-Escalante, UT	184	D
1/20/95	Sidney Ridge	UT Forest Product Inc.-Escalante, UT	2005	D
1/20/95	Sidney Flat	UT Forest Product Inc.-Escalante, UT	5781	D
10/30/95	John Allen Bottom Salvage	UT Forest Product Inc.-Escalante, UT	191	D
11/15/95	Rainbow Salvage	UT Forest Product Inc.-Escalante, UT	370	D
4/26/96	South Last Chance	UT Forest Products Inc.-Escalante, UT	634	F
7/9/96	Recap	UT Forest Product Inc.-Escalante, UT	3916	D
10/9/96	BH Resort 2	UT Forest Product Inc.-Escalante, UT	312	D
8/10/98	BF Salvage	UT Forest Product Inc.-Escalante, UT	496	D
8/17/98	Corner Salvage	UT Forest Product Inc.-Escalante, UT	248	D
8/25/99	Velveteen Salvage	UT Forest Product Inc.-Escalante, UT	1448	D
4/17/00	Under Barney Tractor	UT Forest Product Inc.-Escalante, UT	924	D
9/4/01	Blue Pine Fuels Reduction	UT Forest Product Inc.-Escalante, UT	1510	D
3/19/93	Round Flat 2	UT Forest Product Inc.-Escalante, UT	446	F
4/26/96	Nagah Flat	UT Forest Product Inc.-Escalante, UT	497	F
4/24/97	Hens Peak Salvage 2	UT Forest Product Inc.-Escalante, UT	395	F
4/24/97	Hens Peak Salvage 3	UT Forest Product Inc.-Escalante, UT	395	F
7/1/97	Coyote Timber Sale	UT Forest Product Inc.-Escalante, UT	2394	F

Medium Businesses, continued

Date	Sale Name	Purchaser	MBF	Forest
3/16/98	Annabells Timber Sale	UT Forest Product Inc.-Escalante, UT	1678	F
3/16/98	Monument Peak 2 Salvage	UT Forest Product Inc.-Escalante, UT	1222	F
3/26/98	Rigger Park 4 Salvage	UT Forest Product Inc.-Escalante, UT	731	F
4/23/98	Niotche Salvage	UT Forest Product Inc.-Escalante, UT	1163	F
3/18/99	Mill #8 Salvage	UT Forest Product Inc.-Escalante, UT	118	F
3/18/99	Mill #9 Salvage	UT Forest Product Inc.-Escalante, UT	368	F
5/2/00	White Pine	UT Forest Product Inc.-Escalante, UT	409	F
8/9/00	Cove Blowdown	UT Forest Product Inc.-Escalante, UT	118	F
10/16/00	Nagah 2	UT Forest Product Inc.-Escalante, UT	553	F

Large Businesses

Date	Sale Name	Purchaser	MBF	Forest
10/13/93	Panguitch Lake Salvage	Boise Cascade Corp., Emmet, ID	462	D
2/25/85	Clay Creek	Escalante Sawmills Inc.-Escalante, UT	2312	D
6/27/85	Side Hollow T.S.	Escalante Sawmills Inc.-Escalante, UT	10435	D
9/30/85	Big Lake # 1	Escalante Sawmills Inc.-Escalante, UT	780	D
9/26/85	Garkane	Escalante Sawmills Inc.-Escalante, UT	4140	D
6/30/86	Cyclone	Escalante Sawmills Inc.-Escalante, UT	6670	D
6/30/86	Pleasant Creek Cable	Escalante Sawmills Inc.-Escalante, UT	1658	D
4/23/87	Lost Creek	Escalante Sawmills Inc.-Escalante, UT	3550	D
6/2/88	Stump Springs	Escalante Sawmills Inc.-Escalante, UT	7330	D
9/27/88	Windmill	Escalante Sawmills Inc.-Escalante, UT	1650	D
9/29/88	Ditch	Escalante Sawmills Inc.-Escalante, UT	382	D
12/21/88	Canaan 2	Escalante Sawmills Inc.-Escalante, UT	1560	D
4/27/89	Donkey Lake	Escalante Sawmills Inc.-Escalante, UT	885	D
6/4/89	North Big Lake # 2	Escalante Sawmills Inc.-Escalante, UT	1114	D
6/12/89	Cooks Pasture 1	Escalante Sawmills Inc.-Escalante, UT	567	D
7/14/89	Black Forest	Escalante Sawmills Inc.-Escalante, UT	4730	D
9/8/89	Water Hollow	Escalante Sawmills Inc.-Escalante, UT	1083	D
9/26/89	Mill Hollow	Escalante Sawmills Inc.-Escalante, UT	539	D
9/26/89	Mt. Dutton	Escalante Sawmills Inc.-Escalante, UT	1858	D
9/27/89	Peterson Grove # 11	Escalante Sawmills Inc.-Escalante, UT	178	D
7/19/90	Velvet Lake	Escalante Sawmills Inc.-Escalante, UT	9679	D
7/20/90	Cooks Pasture 2	Escalante Sawmills Inc.-Escalante, UT	9679	D
5/23/91	Main Canyon	Escalante Sawmills Inc.-Escalante, UT	9679	D
3/30/89	Wiffs Pasture	Escalante Sawmills Inc.-Escalante, UT	905	F
1/29/85	Sage Valley	Kaibab Industries Inc.-Phoenix, AZ	4760	D
5/15/85	Tommy Creek T.S.	Kaibab Industries Inc.-Phoenix, AZ	4050	D
4/17/86	Adair Hollow	Kaibab Industries Inc.-Phoenix, AZ	9595	D
6/30/87	Lars Fork	Kaibab Industries Inc.-Phoenix, AZ	3508	D
6/9/88	Kanab Creek	Kaibab Industries Inc.-Phoenix, AZ	5886	D
9/30/88	Upper Swains	Kaibab Industries Inc.-Phoenix, AZ	5445	D
3/21/89	Duck Creek Sinks	Kaibab Industries Inc.-Phoenix, AZ	3750	D
6/15/89	Hancock Peak	Kaibab Industries Inc.-Phoenix, AZ	3159	D

Large Businesses, continued

Date	Sale Name	Purchaser	MBF	Forest
10/18/89	West Fork Asay Salvage	Kaibab Industries Inc.-Phoenix, AZ	1855	D
9/28/93	Coyote Hollow	Kaibab Industries Inc.-Phoenix, AZ	7855	D
9/28/93	Tippets Valley	Kaibab Industries Inc.-Phoenix, AZ	4946	D
9/28/93	Rainbow Meadows Salvage	Kaibab Industries Inc.-Phoenix, AZ	4310	D
3/3/94	Northslope	Kaibab Industries Inc.-Phoenix, AZ	462	D
9/30/86	Cullen Creek	Kaibab Industries Inc.-Phoenix, AZ	387	F
6/29/87	Griffith Creek	Kaibab Industries Inc.-Phoenix, AZ	1580	F
5/18/92	Labaron 2	Kaibab Industries Inc.-Phoenix, AZ	368	F
3/26/93	North Wiffs	Kaibab Industries Inc.-Phoenix, AZ	701	F
3/26/93	Cove Mountain Salvage	Kaibab Industries Inc.-Phoenix, AZ	215	F
9/28/93	Midway Face	Louisiana Pacific Corp., Portland, OR	4205	D
5/26/98	Forshea Aspen Salvage	Louisiana Pacific Corp., Portland, OR	1249	F
9/24/98	Yellowjacket Aspen	Stoltze Aspen Mills-Sigurd, UT	233	D
10/14/98	LBS Aspen	Stoltze Aspen Mills-Sigurd, UT	150	D
9/9/99	Bull Pine 2	Stoltze Aspen Mills-Sigurd, UT	169	D
9/29/00	Blue Pine	Stoltze Aspen Mills-Sigurd, UT	500	D
5/2/96	White Ledge Aspen	Stoltze Aspen Mills-Sigurd, UT	396	F
7/11/97	White Ledge B	Stoltze Aspen Mills-Sigurd, UT	714	F
Dec-98	Rigger Park 3	Stoltze Aspen Mills-Sigurd, UT	162	F
Sep-99	Dry Creek Aspen Unit 5	Stoltze Aspen Mills-Sigurd, UT	1282.5	F
1/7/00	Pole Creek 9	Stoltze Aspen Mills-Sigurd, UT	437	F

Key

Forest D=Dixie National Forest
 F=Fishlake National Forest

Business S = Small, 1-15 people
 Size M = Medium, 16-60 people
 L = Large, more than 60 people

L = Large, 61 or more people

Appendix C

List of Interviewees and Informants

The following Forest Service personnel provided some of the information presented in this study:

Barry Johnson, Dixie National Forest
Gary Domis, Dixie National Forest
Julie Davis, Dixie National Forest

Ron Sanden, Fishlake National Forest
Monti Cartright, Fishlake National Forest

In addition, the following individuals were interviewed for this study. These people represent forest products businesses in southern Utah, and some of them are SUFPA members.

Lynn Anderson
Dwight Brinkerhoff
Bruce Chappell
Clark Chappell
Jesse Christensen
Lane Ellett
Rex Griffiths
Dennis Hiskey
Ronnie Hunt
Richard Jensen
Steven Steed
Ryan Torgerson
Charlie Torgerson
Kim Torgerson
Jerry Woolsey



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