

# NEW ENGLAND FORESTRY FOUNDATION

## REVIEW OF PURPOSE AND PROGRESS

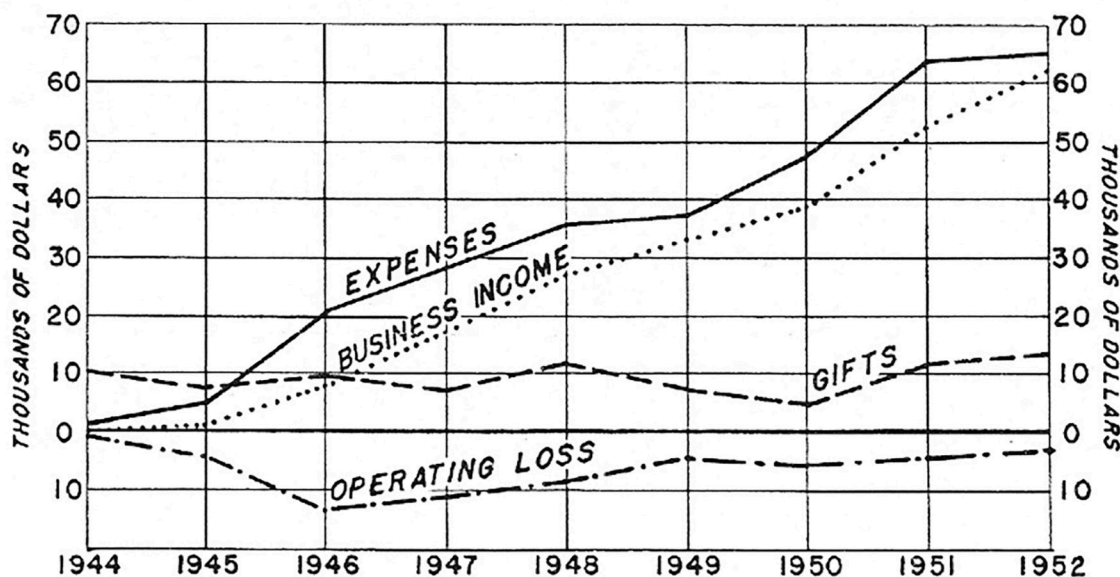
### AN OPEN LETTER

To Woodland Owners, Operators, Wood Users and Conservationists:

IN 1943 the Massachusetts Forest and Park Association appointed a committee of woodland owners, representatives of leading forest industries and foresters to study the problems of small woodland owners. The New England Forestry Foundation is the result of that study. Started in 1944 with no money, no experience and as just an idea, it has developed in nine years into an organization with fourteen foresters in ten Management Centers, has done work on 231,000 acres for over 1,000 owners, and has supervised the cutting of nearly 60,000,000 board feet of timber. There still remain on the lands of these clients 400,000,000 feet, worth over \$7,000,000 at the average price of \$17.65 obtained last year.

The data for the following graph was taken from the annual reports of the treasurer, but it does not include the contribution of the Massachusetts Forest and Park Association, in the form of service for general management, which consists of at least half the time of its secretary and office force.

EIGHT YEAR FINANCIAL HISTORY (Cash Basis) \*



\*Excludes accounts receivable and contribution in services by the Massachusetts Forest and Park Association. No value has been assigned to gifts of land, of which there are approximately 800 acres.

NEW ENGLAND FORESTRY FOUNDATION, Inc.

3 Joy Street

Boston 8, Massachusetts

## THE OPPORTUNITY

New England is not blessed with the mineral wealth and rich soil found in many other sections of this country, but it has a relatively undeveloped natural resource with a potential surpassed in few other regions. Three-fourths of the land area in New England (more than 30,000,000 acres) is better suited for the production of timber than for any other use. Forest surveys show that the average forest acre is producing hardly 100 board feet annually, while under management it is capable of producing at least 200 feet per year, and much of it 300 feet. Good management will not only increase the volume grown, but will improve its quality, and hence its value. *That is the goal of the New England Forestry Foundation.*

About 20,000,000 acres in New England are in ownerships of less than 5,000 acres. The remainder is held by large corporations and is rapidly coming under the management of foresters. The Foundation is concerned with the smaller areas. In our present forest economy, every thousand board feet of stumpage represents on the average \$100 in industry — labor in growing, harvesting, milling, manufacturing, transporting, selling and interest on capital investment — to bring this product from the stump to the consumer. Here is an opportunity to triple the number of permanent jobs in our present forest economy, which already represents the fourth largest industry in this region. We are importing from 80 to 90 percent of our lumber requirements from Canada, other countries and states, when we could be growing this timber on our own land with our own men. An increase in the average growth per acre annually by 200 board feet, at the present average price of about \$15.00 per thousand, would mean an enlarged annual income of \$60,000,000 to the owners of this woodland, and an increase of \$400,000,000 in the forest economy. Granted that it may take half a century to reach this goal, it must be remembered that it has taken some of the European countries centuries to approach maximum wood production.

## A CHANGE OF ATTITUDE

When the Foundation was organized, clear-cutting was the rule rather than the exception. Today, it can be said that the reverse is true in areas where Management Centers have become established. When timber was first offered for sale to be cut selectively, no operators would bid on it, because they said that selective cutting was impractical, or that choppers could not be hired to cut in that manner. Today, several operators are paying a nominal fee to be notified of all lots of timber offered for sale, and many of them are practicing selective cutting on their own lands.

When owners were approached to have their woodlands managed by the Foundation, many took the position that they could get all the advice they needed from public foresters, free of cost. Although this service was free, the owners still had to take the responsibility of making the sales, collecting the money due them, and generally of supervising the cutting. After a few demonstrations in the area covered by a Center, owners who used the services of the Foundation found: (1) that by paying a reasonable fee, they were relieved of all details of management; (2) that through competitive bidding they received more than their neighbors had for the same type of timber; (3) that their forests were left in better growing conditions; and (4) that their forest capital — the young trees which would produce another early crop — had been protected. It is not unusual to find cases where the prices received through the Foundation's method of procedure were so far above any bids obtained by the owner, that the difference more than met all of the charges for forestry service. As a rule, the owner was also provided with a management plan for his property which he could follow for many years. When an owner places his forest under the management of the Foundation, he substitutes the judgment and experience of the forester to determine **WHAT, WHEN AND HOW** the timber shall be cut, for that of the operator, who, as a matter of immediate return, takes every tree from which he can make a present profit. Everybody loses by clear-cutting; the operator, who often cuts such small trees

that he secures little profit and sometimes suffers a loss; the owner who sacrifices his forest capital (the small growth); and the town, in the reduction of the tax base.

It would be presumptuous to infer that all these changes have been brought about by the work of the Foundation. Many other factors have contributed, chief of which is a rise in stumpage prices due to increased demands beyond the normal supply. Other conservation organizations, public, private and industrial foresters, all have played a part in making owners and the public conscious of the value of forest management. But the Foundation has taken a leading part in proving that it can be a private enterprise and that the cost of such management should be borne by the consumer rather than the taxpayer.

## THE OUTLOOK

It requires considerable time for any new organization to gain public confidence. The Foundation has never had capital enough to advertise its services, but as a new approach to the forest conservation problem, it has received wide newspaper and other publicity. Its advancement has come primarily through the recommendation of satisfied clients. The most baffling problem before the foresters and conservationists of this country for several decades has been how to bring the small woodland holding under practical management. The Foundation has made an outstanding contribution by showing what can be accomplished by a non-profit organization, giving **COMPLETE FORESTRY SERVICE** to owners at a reasonable cost.



Photos by Bernice B. Perry

### UNRESTRICTED CUTTING

The clear cutting shown in the foreground has robbed the owner of his forest capital and no more sawlogs will be taken from this area for 50 to 100 years. The slash presents a high fire hazard, favorable conditions for the spread of insects and diseases and a blot on the landscape for many years. Weed species generally follow such cutting and the next crop will be smaller in quantity and inferior in quality. This land will contribute little or nothing in taxes for the support of the community for two generations. The local wood-using industries upon which so many of the New England towns and villages are dependent must go farther and farther for their raw materials, and indeed many have gone out of business mainly because of this wasteful practice.

### SELECTIVE CUTTING

The Foundation has supervised the cutting of 30 percent of the above stand, and under its management plan 250,000 board feet will be harvested every five years (from different parts of the tract). Frequent selective cuttings will constantly improve the quality and quantity of the timber until maximum production for the site has been reached. The fire hazard is low because the amount of slash is small and remains in partial shade. Good management reduces the losses from insects and diseases. The owner is assured a steady income and the local industries can count on a regular supply of timber. The tax return to the town will increase with the improvement of the woodland. In place of a scene of desolation, due to clear cutting, there is little change in the landscape after a selective cut.

## THE NEED

The experimental stage has been passed, and we are now approaching the point of self-support, but it has not yet been reached. We should have five times as many Centers as we have now. Contributions are used to train new men and to establish new Centers, and the rapidity with which the work can be extended to reach the several million acres too far removed from the present Centers to give owners service depends upon these contributions.

Demonstration forests in each Center will add to the permanent income of the Foundation, and the Memorial Forest has a special appeal to many who desire to contribute something of enduring worth to the conservation of our forest resources.

Will you join in supporting this attempt to further the application of forest management to New England timberlands?

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THEODORE L. STORER

LAWRENCE W. RATHBUN

SYDNEY M. WILLIAMS

April 1953

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Contributions to the New England Forestry Foundation may be deducted from your net income subject to Federal Income Tax.

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<sup>a</sup>Membership in the Corporation is limited to 50 citizens of New England.