



## **LITTLE COLORADO RIVER PLATEAU RC&D**

**51 West Vista, Suite #4  
Holbrook, AZ 86025**

### **Southwest Forest and Wood Products Industry Capacity Survey for 2011**

The Southwest Sustainable Forests Partnership is a results-oriented partnership whose goal is to develop an environmentally and economically sustainable forest and wood products industry in Arizona and New Mexico that will utilize small diameter materials removed during forest thinning and restoration treatments. The SWSFP embraces a technique of targeting rural entrepreneurs in key locations in the SW; their clients are predominantly small community-based enterprises that do not have the financial and other resources that larger companies possess. To accomplish the partnership goals, the SWSFP has a professional staff including state coordinators and contractors who provide the expert advice on technical issues related to forest thinning, material processing, wood product manufacturing, business operations, marketing and networking. While the SWSFP embraces forest health as the desired end state, it directs its efforts largely at capacity building. SWSFP has made significant contributions to building capacity through the use of grants, training, providing industry consultation by experts and by offering forums where local and regional partners may work together to create compatible solutions. **The SWSFP is developing its action plan for 2011. In order to best assign resources, the SWSFP is soliciting your input, via the following survey.**

The SWSFP identified your company as being involved in a forest and wood products-related business. Please complete and return this survey, by email (pull the survey down from [www.swsfp.org](http://www.swsfp.org) – it can be completed on-line), US mail or fax, 928.524.2910. Please complete questions by circling or filling in the correct answer, or checking the correct box. If a question does not pertain to your business, mark it “n/a” and move on to the next question.

If you have any questions, feel free to contact the office of the Little Colorado River Plateau RC&D at telephone number 928/524-6063, ext 5. **The information we receive will NOT be shared with anyone outside of our RC&D office. Once compiled, all surveys will be destroyed.** Thank you for your participation.

1. Please list the name and contact information of your business.

Your name \_\_\_\_\_  
Name of business \_\_\_\_\_  
Address 1 \_\_\_\_\_  
Address 2 \_\_\_\_\_  
Telephone # \_\_\_\_\_  
Email \_\_\_\_\_

2. How would you describe your company's business? *Mark all that apply*

- a. Wood products wholesale or retail; no manufacturing.
- b. Once, but no longer involved in wood products manufacture or sale
- c. Manufacturer of one or more products partially or completely made of wood, as identified below (*mark all that apply*)

- a. Renewable Energy/Fuels
  - i. energy
  - ii. pellets
  - iii. firewood
  - iv. equipment
  - v. other (please list) \_\_\_\_\_

- b. Manufactured
  - i. lumber
  - ii. composites
  - iii. roundwood
  - iv. molding
  - v. other (please list) \_\_\_\_\_

- c. Forest Industry Services
  - i. arborist
  - ii. business development
  - iii. logging/thinning
  - iv. equipment sales/service
  - v. forest management
  - vi. other (please list) \_\_\_\_\_

- d. Specialty and Finished Products
  - i. cabinets/furniture
  - ii. artistic wood
  - iii. log homes
  - iv. custom molding

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- v. mulch/recycling
- vi. custom milling
- vii. other (please list) \_\_\_\_\_

3. How active was your business this past year (2010)? *Select only one, fill in hours*
  - a. Busy: Average man hours worked a week \_\_\_\_\_
  - b. Moderate: Average man hours worked a week \_\_\_\_\_
  - c. Slow: Average man hours worked a week \_\_\_\_\_
  - d. Idle
  
4. How many employees does your business currently employ?
  - a. Full time? \_\_\_\_\_
  - b. Part time? \_\_\_\_\_
  
5. If you were operating at full capacity, how many employees would your business employ?
  - a. Full time? \_\_\_\_\_
  - b. Part time? \_\_\_\_\_
  
6. For the forthcoming year 2011, what level of business activity do you expect? *Select only one*
  - a. Same level of activity
  - b. Increased level of activity
  - c. Decreased level of activity
  - d. My business will change significantly in 2011
  
7. What equipment do you use in your business, or own, but do not use? *Please write the # (1 or 2 or 3) that applies to each item of listed equipment, where the number means the following: #1: Own and use; #2: Own, but do not use; #3: Own and "useful" but rarely use*
  - a. Bagging \_\_\_\_\_
  - b. Trim Cutoff Saw \_\_\_\_\_
  - c. Band Saw \_\_\_\_\_
  - d. Veneer Lathe \_\_\_\_\_
  - e. Band Saw Head-rig \_\_\_\_\_
  - f. Woodworking, General \_\_\_\_\_
  - g. Chipper Head-rig \_\_\_\_\_
  - h. Circular Saw Head-rig \_\_\_\_\_
  - i. Debarker \_\_\_\_\_
  - j. Edger \_\_\_\_\_
  - k. Finger Jointer \_\_\_\_\_
  - l. Firewood Processor \_\_\_\_\_
  - m. Kiln \_\_\_\_\_
  - n. Planer \_\_\_\_\_
  - o. Portable Sawmill \_\_\_\_\_
  - p. Pressure Treating \_\_\_\_\_
  - q. Sash Gang Saw \_\_\_\_\_
  - r. Logging, Cable Yarder \_\_\_\_\_
  - s. Logging, Tractor \_\_\_\_\_

- t. Logging, Trucks \_\_\_\_\_
- u. Logging Equipment (Loader, forwarder, skidder) \_\_\_\_\_

8. Where do you get your wood from (raw material, non-processed wood)? *Mark all that apply and indicate a percentage for instate and out-of-state.*

- a. Instate: percent (%) \_\_\_\_\_
- b. Out-of-State: percent (%) \_\_\_\_\_

9. Where do you get your wood from (ownership)? *Mark all that apply and indicate a percentage for each choice.*

- a. Indian Land: percent (%) \_\_\_\_\_
- b. Private Forest Landowner: percent (%) \_\_\_\_\_
- c. U. S. Forest Service (USFS): percent (%) \_\_\_\_\_
- d. State Land: percent (%) \_\_\_\_\_
- e. Bureau of Land Management (BLM): percent (%) \_\_\_\_\_
- f. Log Broker/Dealer: percent (%) \_\_\_\_\_
- g. Wood Products Wholesaler: percent (%) \_\_\_\_\_

10. If you use processed material, please list type and source:

- a. Type: \_\_\_\_\_ Source: \_\_\_\_\_
- b. Type: \_\_\_\_\_ Source: \_\_\_\_\_
- c. Type: \_\_\_\_\_ Source: \_\_\_\_\_
- d. Type: \_\_\_\_\_ Source: \_\_\_\_\_

11. How far away does the majority of the wood (raw material) you use come from (in road miles, one direction)? If you are a mill operator check here (\_\_\_) and answer in terms of buying radius. If you are a logger check here (\_\_\_) and answer in terms of how far you must travel to find stumpage. *Mark choice*

- a. Less than 50 miles
- b. 50 to 100 miles
- c. 100 to 200 miles
- d. Over 200 miles

12. What wood species do you use in your business? *Mark all that apply and to the right of the species, list the product(s) made from it.*

Product

- a. Aspen \_\_\_\_\_
- b. Ponderosa Pine \_\_\_\_\_
- c. Cottonwood \_\_\_\_\_
- d. Spruce (Engelmann or Blue) \_\_\_\_\_
- e. Douglas Fir \_\_\_\_\_
- f. True Fir (not Douglas) \_\_\_\_\_
- g. Juniper \_\_\_\_\_
- h. Lodge pole Pine \_\_\_\_\_
- i. Pinyon Pine \_\_\_\_\_
- j. Unknown Softwoods \_\_\_\_\_

- k. Unknown Hardwoods \_\_\_\_\_
- l. Other \_\_\_\_\_

13. How much volume did you use in 2010, on average, in your manufacturing? *Check only one*
- a. Less than 10,000 Board Feet
  - b. 10,000 to 50,000 Board Feet
  - c. 100,000 to 200,000 Board Feet
  - d. 200,000 to 500,000 Board Feet
  - e. 500,000 to 1 Million Board Feet
  - f. 1 Million to 5 Million Board Feet
  - g. Over 5 Million Board Feet
  - h. Don't know board foot volume

If Board Foot Volume is not known, please list known amounts and units:

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14. Do you anticipate using your normal volume amount in 2011?
- a. Yes
  - b. No

15. If you use timbers and/or logs, what are the most common size classes of raw material that you typically use?

*Check all that apply and list estimated percentage (%) for the diameter class size and log lengths to right ("= inches; '= feet)*

*Diameter Lengths*

- a. 0" to 5.9" tips % \_\_\_\_\_
- b. 8' or less % \_\_\_\_\_
- c. 6" to 8.9" tips; % \_\_\_\_\_
- d. 8' to 12'; % \_\_\_\_\_
- e. 9" to 11.9" tips; % \_\_\_\_\_
- f. 12' to 16'; % \_\_\_\_\_
- g. 12" to 15.9" tips; % \_\_\_\_\_
- h. 16' to 20'; % \_\_\_\_\_
- i. above 16" tips; % \_\_\_\_\_
- j. 20' to 24'; % \_\_\_\_\_
- k. over 24'; % \_\_\_\_\_

16. What does your business do with wood residues?

*Check all that apply using "1 or 2 or 3". Most residues sent to land fill (still check all others that apply)*

*#1=Sell to Others, #2= Give to Others, and #3= Use Internally*

- a. \_\_\_ Sawdust
  - b. \_\_\_ Bark
  - c. \_\_\_ Slabs/Edgings
  - d. \_\_\_ Trim ends
  - e. \_\_\_ Shavings
  - f. \_\_\_ Chips
  - g. \_\_\_ Other (*list below*)
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17. How does your company market? *Mark all that apply*

- a. Wholesale
- b. Retail
- c. Both Wholesale and Retail

18. Does your business market outside your home state?

- Yes
- No

19. What are your methods for marketing your products? *Mark all that apply*

- a. Newspaper
- b. Magazines
- c. Company website
- d. NAWPA marketing/website
- e. NMFIA marketing/website
- f. Sales director/staff
- g. Broker

20. Do you export products to other countries, or are you interested in marketing products outside the U. S.? *Select only one*

- a. Yes, I currently export products
- b. No, I do not export, but I welcome this opportunity
- c. No

21. Does your company deliver its products?

- a. Yes
- b. No

22. What do you think are the **biggest impediments** to the **development of the forest and wood products industry in your home state (looking at the entire industry as a whole)?**

*Mark all that apply and rank top five (5)*

- a. Lack of demand for forest and wood products \_\_\_\_\_
- b. Lack of timber/fiber supply \_\_\_\_\_
- c. Federal regulations \_\_\_\_\_
- d. State regulations \_\_\_\_\_
- e. Local regulations \_\_\_\_\_

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- f. Lack of a strong industry organization \_\_\_\_\_
  - g. Lack of incentives for the public to use local forestry products \_\_\_\_\_
  - h. High equipment costs \_\_\_\_\_
  - i. High insurance costs \_\_\_\_\_
  - j. High labor costs \_\_\_\_\_
  - k. Inadequate labor supply \_\_\_\_\_
  - l. Inadequate labor training \_\_\_\_\_
  - m. Out of state harvest contracting \_\_\_\_\_
  - n. Out of state labor use \_\_\_\_\_
  - o. High fuel costs \_\_\_\_\_
  - p. Foreign imports of forestry products \_\_\_\_\_
  - q. International trade regulations \_\_\_\_\_
  - r. Environmental regulations \_\_\_\_\_
  - s. Environmental groups \_\_\_\_\_
  - t. Lack of local mechanical/tire repair services \_\_\_\_\_
  - u. Unable to obtain financing to upgrade equipment \_\_\_\_\_
  - v. Unable to obtain financing to expand products \_\_\_\_\_
  - w. Unable to obtain financing to increase financing \_\_\_\_\_
  - x. A lack of efficient/modern equipment \_\_\_\_\_
  - y. A lack of drying kilns \_\_\_\_\_
  - z. Negative stereotypes of logging and wood products \_\_\_\_\_
- Other, please list and rank:

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23. What do you think are the **biggest impediments** to the **development of your individual business**?

*Mark all that apply and rank top five (5)*

- a. Lack of demand for forest and wood products \_\_\_\_\_
- b. Lack of wood supply – select from below
  - a. Lack of saw timber \_\_\_\_\_
  - b. Lack of fiber \_\_\_\_\_
- c. Federal regulations \_\_\_\_\_
- d. State regulations \_\_\_\_\_
- e. Local regulations \_\_\_\_\_
- f. Lack of a strong industry organization \_\_\_\_\_
- g. Lack of incentives for the public to use local forestry products \_\_\_\_\_
- h. High equipment costs \_\_\_\_\_
- i. High insurance costs \_\_\_\_\_
- j. High labor costs \_\_\_\_\_
- k. Inadequate labor supply \_\_\_\_\_
- l. Inadequate labor training \_\_\_\_\_
- m. Out of state harvest contracting \_\_\_\_\_

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- n. Out of state labor use \_\_\_\_\_
  - o. High transportation costs - select from below
  - p. High fuel costs \_\_\_\_\_
  - q. High labor costs \_\_\_\_\_
  - r. Foreign imports of forestry products \_\_\_\_\_
  - s. International trade regulations \_\_\_\_\_
  - t. Environmental regulations \_\_\_\_\_
  - u. Environmental groups \_\_\_\_\_
  - v. Lack of local mechanical/tire repair services \_\_\_\_\_
  - w. Unable to obtain financing to upgrade equipment \_\_\_\_\_
  - x. Unable to obtain financing to expand products \_\_\_\_\_
  - y. Unable to obtain financing to increase financing \_\_\_\_\_
  - z. A lack of efficient/modern equipment \_\_\_\_\_
  - aa. A lack of drying kilns \_\_\_\_\_
  - bb. Lack of public awareness of local industry \_\_\_\_\_
- Other, please list and rank:

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24. Are you a member of the Northern Arizona Wood Products Association (NAWPA)?
- a. Yes
  - b. No (if interested, please see [www.nawpa.org](http://www.nawpa.org) for a membership application)
25. Are you a member of the New Mexico Forest Industry Association?
- a. Yes
  - b. No (if interested, please see [www.nmfia.net](http://www.nmfia.net))
26. Are you a member of any other AZ or NM-based forest and wood product advocacy organization, not listed here? *If yes, please so indicate.*
- a. Yes, \_\_\_\_\_
  - b. No
27. Do you ever access any of the following resources? *Select each that you have used.*
- a. [www.swsfp.org](http://www.swsfp.org)?
  - b. [www.nawpa.org](http://www.nawpa.org)?
  - c. <http://nmfia.net>?
  - d. [www.fpl.fs.fed.us](http://www.fpl.fs.fed.us)?
  - e. [www.azstatefire.org](http://www.azstatefire.org)?
  - f. [www.emnrd.state.nm.us/FD](http://www.emnrd.state.nm.us/FD)?
  - g. [www.eri.nau.edu](http://www.eri.nau.edu)?
  - h. Quarterly newsletter of the Forest Products Laboratory of the U.S. Forest Service? (found at [www.fpl.fs.fed.us](http://www.fpl.fs.fed.us))
  - i. Craig Rawling's Small Diameter Newsletter? (craig@SmallWoodNews.com)

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- j. Or, please identify your favorite forest and wood product industry information resources:

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28. Are you involved in, or do you closely monitor, the following efforts? *Select each that applies.*
- a. The Four Forests Restoration Initiative?
  - b. The Four Forests Restoration Initiative (4FRI) proposal for industry economic development?
  - c. The White Mountain Stewardship Contract?
  - d. USDA proposal for a Biofuels Regional Roadmap (see [www.http://tinyurl.com/USDABiofuels](http://tinyurl.com/USDABiofuels))?
29. Are you interested in attending any of the following, and welcome more information? *Please mark those that reflect your interest.*
- a. Forest and wood product in-state conferences
  - b. Forest and wood product out-of-state conferences
  - c. Trade shows
  - d. Local timber industry shows
30. Any comments you wish to share with us, state below. (Thank you again for your participation)