

Timber Market Analysis

Emory Conference Center Hotel, Atlanta, Georgia

February 10, 2010

6 Continuing Education Hours: CFE, Real Estate CE, Appraiser CE

Who Should Attend?

Forestry consultants and analysts, timberland owners and investors, wood procurement professionals, bioenergy project managers, and anyone else who needs to understand, track, and analyze the price, demand, supply, competitive dynamics of local timber markets and wood baskets.

Instructors

Brooks Mendell, Ph.D.
President, Forisk Consulting

- BS, MS: MIT
- MBA: UC Berkeley
- PhD: University of Georgia
- Experience: wood procurement, management consulting, forestry research, finance professor

Tim Sydor, Ph.D.

Forest Economist, Forisk Consulting

- BS: National Ag. Univ., Ukraine
- MS: Purdue University
- PhD: University of Georgia
- Experience: land management, forest operations & economics research, resource economics instructor

To Register

Web Site: www.forisk.com

- Go to "Continuing Education"

Email: ahlang@forisk.com

Phone: 478.396.0704

Fax: 706.583.1902

Accommodations

Discounted room rates of \$129 and \$149 at the Emory Inn and Emory Conference Center are available for guests of **Forisk**. Call 800-93-EMORY (800-933-6679) or 404-712-6565 for reservations.

Course Outline

8:00 am – 3:30 pm; 6 CFE hours

- Timber market frameworks: what are we trying to answer?
- Timber market economics: what data do we need and where do we get it?
- Building the case: how exactly do we conduct the analysis?
 - Forest management
 - Timberland investing
 - Wood procurement & bioenergy
- Implications & insights: what did the analysis tell us? What didn't it tell us?
- Considerations for international timber market analysis, evolving bioenergy markets, and forest management/technology

Evening Master Class (optional)

Topic: Forecasting Timber (Stumpage) Prices

2 Continuing Education Hours: CFE, Real Estate CE, Appraiser CE

Fast-paced, advanced session that details common errors, critical assumptions, and necessary considerations

4:45 pm – 7 pm

- Developing a model: what is our view of the market?
- Establishing relationships: how does our view correspond with the data?
- Linking markets: how do regional/national markets trigger local markets?
- Building scenarios: what happens when key drivers shift?

Forisk's Continuing Education Value Proposition

- We teach you to do it yourself so that you can leverage your own experience and insight for your investment and operational decisions. This course is an investment in you and your business.
- Save time and money through faster, cleaner analysis with fewer third-party consulting projects and data expenditures.
- This course is designed for professionals and investors seeking to develop, improve, and refine practical analytical skills for immediate application. It is compact and minimizes time away from running your business.