



UVM Extension, 327 US Route 302, Berlin VT



UNIVERSITY OF
VERMONT

EXTENSION

CULTIVATING HEALTHY COMMUNITIES

Business Skills for Logging Professionals Fall 2017 Workshop

FREE WORKSHOP for Vermont logging businesses. Building on previous classes, this program will strengthen business management skills. **Lunch** and all materials included.

One Workshop ► 2 dates / 2 locations:

• **November 8, 2017 in Chester**

8:00 am - 3:30 pm

Newsbank, Inc. Conference Center

352 Main Street, Chester

• **November 9, 2017 in Hardwick**

8:00 am - 3:30 pm

GMTCC Hazen Campus

433 North Main Street, Hardwick

★Eligible for 8 LEAP CE credits and 5.5 CFE CE credits★

Workshop Topics: *(see reverse side for further information)*

- Current Legislative Landscape Affecting the Forest Economy
- Five Smartphone Apps for Loggers
- Market & Industry Updates
- Harvesting Profits: Where Am I Making Money? PATH (Planning & Analysis in Timber Harvest) Explained
- Improve Your Business with the 80/20 Rule
- One Page Planning and the 1 Hour Business Plan
- Introducing a New Planning Template for Logging Businesses
- Personal Finance and Small Business: Setting Goals and Building Budgets to Support Profitability

Scheduled Presenters:

- Steve Bick, Northeast Forest, LLC
- Paul Frederick, Wood Utilization and Wood Energy Program Leader, VT Dept of Forests, Parks & Recreation
- Sam Lincoln, Deputy Commissioner, VT Department of Forests, Parks & Recreation
- Chris Lindgren, Forest Products Business Educator, UVM Extension
- Christine McGowan, Forests Products Program Director, Vermont Sustainable Jobs Fund

Workshop enrollment is limited; registrations will be accepted on a first come, first serve basis.

REGISTER NOW!

Contact Christi Sherlock 1.866.860.1382 or christi.sherlock@uvm.edu

To request a disability-related accommodation to participate in this program, please contact Christi Sherlock at 1.866.860.1382 by October 10, 2017 so we may assist you.



UVM Extension helps individuals and communities put research-based knowledge to work.

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Working Lands Enterprise Initiative and UVM Extension.



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Business Skills for Logging Professionals

Logger Workshop, Winter 2017

This workshop builds on Extension's 2015 & 2016 Business Skills for Loggers Workshops, where participants learned new business management skills, discussed market dynamics and exchanged ideas with forest business professionals on how to improve their businesses. This year's workshop introduces new business tools that will help logging businesses make money and bring value to both new and returning participants. The past two years have seen an extraordinary change in what it takes to successfully operate. Markets continue to challenge forest economy businesses; it's more important than ever for business owners to sharpen their business skills. Learn to: use key financial standards, identify your cost of production, analyze your finances and use budgets to strengthen your business.

Effective Communications & Five Smartphone Apps that Make Loggers Money

Sam Lincoln, Deputy Commissioner at the Vermont Dept. of Forests, Parks and Recreation

Sam Lincoln, who formerly operated a mechanized timber harvesting operation in Central Vermont, will present information on FPR's legislative priorities for the 2018 legislature and use recent examples of how you can communicate with elected officials and successfully encourage them to support the forest economy. Sam will also share his favorite smartphone and tablet apps for understanding the cost of different logging sites, tracking productivity and making office work much easier.

Updated Market Trends in Northern New England

Paul Frederick, Wood Utilization and Wood Energy Program Leader, VT Department of Forests, Parks & Recreation

This presentation will focus on new developments in local markets and current industry trends.

Improve your Business with the 80/20 Rule

Steve Bick, Northeast Forests, LLC

The 80/20 rule allows you to identify imbalances in your business and turn them to your advantage. A continuous improvement approach, using the right financial measurements, will focus your efforts in areas that have the greatest impact on your bottom line. Examples of how this can work to improve efficiency and profitability in a logging operation will be discussed.

Personal Finance and Small Business

Christine McGowan, Forest Products Program Director at the Vermont Sustainable Jobs Fund

Excellent money habits are the key to success for any small business owner. Learn how to create – and stick to – a personal and business budget that reduces money stress and positions your business to survive and thrive

One Page Business Plans, Plus a New Business Planning Template

Steve Bick, Northeast Forests, LLC & Chris Lindgren, UVM Extension

Business planning can be a daunting process. Planning templates help you produce a business plan for lenders or to be used as a strategic tool for business development. These tools expedite the job.