



# Succession Planning Education for Family Forest Landowners



**Brad Withrow-Robinson, Chal Landgren, Robin Klemm,  
Clint Bentz, Susan Watkins, Gail Wells, Con Lynch, Steve  
Cox, Janeane Creighton, Shawn Morford.**

# Why worry about family forestlands?

**In the USA:**

- ❖ **10 million family forest landowners**
- ❖ **4.2 million owners in 10-999 acre category**
  - ◆ **209 million acres**
    - ◆ 53% of private ownerships,
    - ◆ 35% of all forest land



# Why worry about family forestlands?

Landowners “old and getting older”

In the USA:

- ❖ 44% owned by 65+ year olds
- ❖ 20% owned by 75+ year olds
- ❖ The next generation:
  - ◆ has moved off the property
  - ◆ lacks many management skills
- ❖ Families are not talking about the future!





# *Ties to the Land* curriculum

- ❖ Ties to the Land Facilitated Workshop - A DVD-based program
- ❖ Ties to the Land workbook
- ❖ Website
- ❖ Supporting resources for families
- ❖ Supporting resources for educators and workshop facilitators
- ❖ An impacts assessment



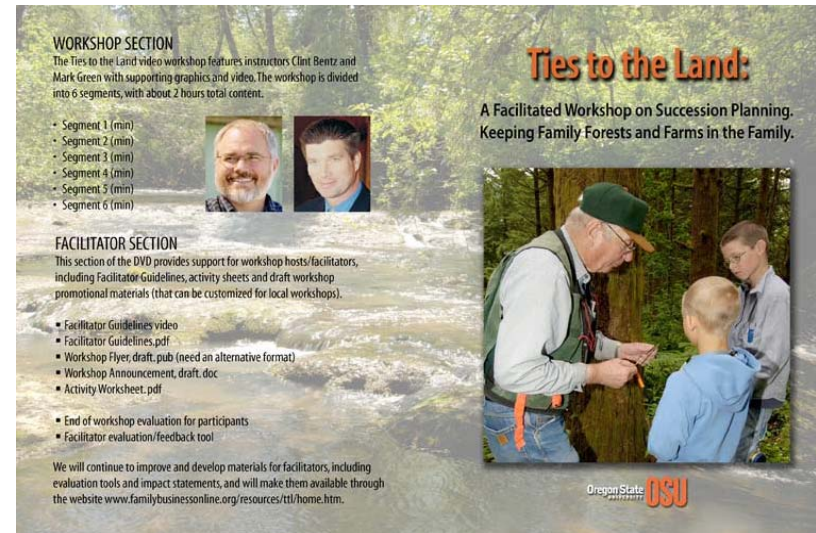
# *Ties to the Land* curriculum

focus on family communication and  
succession planning



# Ties to the Land Facilitated Workshop

- ❖ **A DVD-based program**
  - ◆ **Workshop section**
    - ◆ 6 modules
    - ◆ 5 designed activities
  - ◆ **Facilitator section**
    - ◆ Written and video guidelines, promotional materials



**WORKSHOP SECTION**  
The Ties to the Land video workshop features instructors Clint Bentz and Mark Green with supporting graphics and video. The workshop is divided into 6 segments, with about 2 hours total content.

- Segment 1 (min)
- Segment 2 (min)
- Segment 3 (min)
- Segment 4 (min)
- Segment 5 (min)
- Segment 6 (min)

**FACILITATOR SECTION**  
This section of the DVD provides support for workshop hosts/facilitators, including Facilitator Guidelines, activity sheets and draft workshop promotional materials (that can be customized for local workshops).

- Facilitator Guidelines video
- Facilitator Guidelines.pdf
- Workshop Flyer.draft.pub (need an alternative format)
- Workshop Announcement.draft.doc
- Activity Worksheet.pdf
- End of workshop evaluation for participants
- Facilitator evaluation/feedback tool

We will continue to improve and develop materials for facilitators, including evaluation tools and impact statements, and will make them available through the website [www.familybusinessonline.org/resources/ttl/home.htm](http://www.familybusinessonline.org/resources/ttl/home.htm).

**Ties to the Land:**  
A Facilitated Workshop on Succession Planning.  
Keeping Family Forests and Farms in the Family.

Oregon State University **OSU**





# Award Winning Workbook and DVD Set

Association for  
Communication  
Excellence

**GOLD AWARD**



*Distance Education & Instructional Design - 2008*

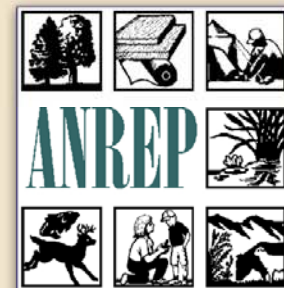
Association of Natural Resource  
Extension Professionals

**GOLD AWARD**

*Mixed Materials - 2008*

**SILVER AWARD**

*Outstanding Team - 2008*



**Ties to the Land:  
Your Family Forest Heritage**

**Planning for an Orderly Transition  
Intergenerational Family Forest Project**

A project of  
Oregon State University Forestry Extension  
Oregon Forest Resources Institute  
Austin Family Business Program, Oregon State University  
Clinton J. Bentz, Certified Public Accountant  
Con P. Lynch, Attorney at Law

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**Ties to the Land OSU**  
Oregon State University

A vertical strip on the left side of the slide shows a forest scene with tall trees and a path. In the top left corner of this strip, there is a small orange speech bubble icon.

# Program Delivery

## ❖ Ties to the Land Institute

- ◆ Funding from American Forest Foundation to support national delivery
- ◆ Housed at the Austin Family Business Program, OSU college of Business
  - ◆ National board of Directors
- ◆ Vision is to be a leading teaching and learning resource in intergenerational transfer for land-based family businesses
- ◆ Program support for families and facilitators, and new products development
  - ◆ Washington pilot



# Conclusion

- ❖ **“It’s the demographics, stupid”**
- ❖ **Role for Extension educators?**
- ❖ **What can you do, and how can we help you reach audiences & address this issue in your area?**

# Thank you to Funders and Partners

- ❖ Oregon Forest Resources Institute – materials development
- ❖ American Forest Foundation - Delivery
  
- ❖ Steering Committee: Clint Bentz, Mike Cloughesy Mark Green, Renee Irvine, Robin Klemm, Con Lynch, Chal Landgren, Susan Watkins, Brad Withrow-Robinson.
  
- ❖ Project Collaborators:
  - ◆ OSU Forestry Extension
  - ◆ Austin Family Business Program at OSU
  - ◆ OSU Forestry Media Center
  - ◆ Oregon Forest Resources Institute
  - ◆ With members of Oregon Tree Farm System and Oregon Small Woodlands Association and others

