

# JENDRO & HART LLC

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Jendro & Hart, LLC is a forest management, economics, policy and appraisal services company located in Sunriver, Oregon.

The firm's principals, David Jendro and Neal Hart, each have over 30 years experience in forestry consulting. Their consulting assignments have been throughout the U.S. and Canada. Clients for whom Mr. Jendro and Mr. Hart have provided services include public and private entities including companies, Indian tribes, Native groups, associations, agencies and individuals. Mr. Jendro and Mr. Hart are both members of the Society of American Foresters.

## **REPRESENTATIVE ACTIVITIES**

### *Appraisal and Valuation -*

- Appraisal of the fair market value of timber, forest land and recreation property
- Default, breach of contract and trespass damage valuation
- Evaluation of forest properties for purchase, sale or exchange
- Valuation of forest management alternatives
- Review appraisals

### *Forest Management -*

- Timberland management strategy and planning
- Review and evaluation of current and historic forest management
- Forest inventory design and analysis

### *Impact and Burden Analyses -*

- Economic impacts of forest policy and regulation
- International and antitrust trade issues
- Forest business tax burden and tax impact analysis

### *Market Studies, Timber Supply and Marketing -*

- Market structure research and analysis
- Timber supply and demand studies
- Forest business feasibility studies
- Forest land, timber and log marketing
- Contract negotiation

**COURTS AND LEGISLATIVE/ADMINISTRATIVE BODIES WHERE EXPERT TESTIMONY AND/OR WORK PRODUCT HAVE BEEN PRESENTED**

*Litigation*

Arbitration proceedings in Pierce & King Counties, Washington and in Anchorage, Alaska (Testimony in King County, Washington and Anchorage, Alaska)  
NAFTA (Chapter Eleven) arbitration proceedings in Washington, D.C. (Testimony)  
Nineteenth Judicial District Court, State of Louisiana, Parish of East Baton Rouge  
Second Judicial District Court, State of Minnesota, County of Ramsey  
Superior Courts of King & Thurston Counties, Washington (Testimony in King County)  
Oregon Tax Court  
United States Court of Federal Claims (Directed Mediation Testimony)  
United States Claims Court  
United States Tax Court (Testimony)  
United States District Courts: Northern District of California (Testimony)  
Western District of Washington  
District of Alaska (Testimony)  
District of Oregon (Testimony)  
District of South Carolina

*Legislative/Administrative*

United States Department of Commerce, International Trade Agency (Testimony)  
United States International Trade Commission (Testimony)  
United States Internal Revenue Service, Appellant Division (Testimony)  
Washington State Board of Natural Resources (Testimony)  
Washington State Forest Practices Board (Testimony)  
Washington State House of Representatives Revenue Committee (Testimony)

**SUMMARIES OF MR. JENDRO AND MR. HART'S PROFESSIONAL EXPERIENCE AS CONSULTING FORESTERS (ATTACHED)**

Representative Clients Served  
Appraisal and Valuation  
Forest Management  
Impact and Burden Analyses  
Market Studies, Timber Supply and Marketing  
Other Projects

**REPRESENTATIVE CLIENTS  
FOR WHOM MR. JENDRO AND MR. HART HAVE PROVIDED CONSULTING SERVICES**

COMPANIES

Agnew Company, The  
Alaska Pulp Corporation  
A-1 Timber Consultants, Inc.  
Boise Cascade Corporation  
Champion International Corporation  
Clyde Sprague Logging  
Crown Zellerbach Corporation  
Davey Tree Surgery Company  
Diamond International Corporation  
Freres Lumber Company, Inc.  
Hampton Affiliates  
ITT Rayonier, Inc.  
Ketchikan Pulp Company  
Longview Fibre Company  
Louisiana-Pacific Corporation  
MacMillan Bloedel Limited  
Manke Lumber Company, Inc.  
Merrill & Ring, Inc.  
Murray Pacific Corporation  
Nicolai Company  
Pacific Gas & Electric Co.  
Plum Creek Timber Company, Inc.  
Pope & Talbot, Inc.  
Pope Resources  
Port Blakely Mill Company, The  
Potlatch Corporation  
Quanta Services, Inc.  
Tasman Pulp and Paper Company  
TAT (U.S.A.) Corporation  
Travelers Companies, The  
Trus Joist MacMillan, Inc.  
U.S. Timberlands Company, L.P.  
VCS Sub, Inc.  
Weyerhaeuser Company  
Willamette Industries, Inc.  
Winlock Veneer Company

INDIAN TRIBES AND NATIVE CORPORATIONS

Afognak Joint Venture (Alaska)  
Afognak Native Corporation (Alaska)  
Aleut Corporation, Bristol Bay Native Corporation, Cook Inlet Region, Inc., et al. (Alaska)  
Cape Fox Corporation (Alaska)  
Confederated Salish and Kootenai Tribes of the Flathead Reservation (Montana)  
Confederated Tribes of the Warm Springs Reservation (Oregon)  
Haida Corporation (Alaska)  
Jicarilla Apache (New Mexico)  
Kake Tribal Corporation (Alaska)  
Klawock Heenya Corporation (Alaska)  
Klukwan, Inc. (Alaska)  
Kootznoowoo, Inc. (Alaska)  
Menominee Tribe of Indians (Wisconsin)  
Minnesota Chippewa Indians (Minnesota)  
Navajo Nation (Arizona)

Nez Perce Tribe of Indians (Idaho)  
Port Graham Corporation (Alaska)  
Quinault Allottees Association (Washington)  
Red Lake Band of Chippewa Indians (Minnesota)  
Shee Atika, Inc. (Alaska)  
White Mountain Apache Tribe (Arizona)  
Yak-Tat Kwaan, Inc. (Alaska)

#### ASSOCIATIONS

American Forest Resource Council  
Associated Oregon Industries  
British Columbia Lumber Trade Council  
Canadian Forest Industries Council  
Council of Forest Industries  
Fraser Valley Independent Shake and Shingle Producers Association  
National Forest Products Association  
Northwest Forestry Association  
Public Timber Purchasers Group  
Washington Citizens for World Trade  
Washington Forest Protection Association

#### GOVERNMENT AND PUBLIC ENTITIES

British Columbia Ministry of Forests  
Government of Canada  
Jefferson County (Washington)  
Kodiak Island Borough (Alaska)  
Mt. Baker School District (Washington)  
New Zealand Forest Research Institute Limited  
Seattle Metro Transit District  
Washington State Attorney General's Office  
Washington State Department of Natural Resources  
Washington State University

#### OTHER PRIVATE AND FAMILY FOREST LAND OWNERS

Albert B. Fay, Sr. Estate (Louisiana)  
Anderes Land and Timber (Oregon)  
Bentley Lumber Company (Louisiana)  
C. Robert Barnum (California)  
Charles L. Parker Estate Company (Washington)  
Congaree Limited Partnership (Minnesota and South Carolina)  
Congaree River Limited Partnership (California)  
Denkmann Family (Louisiana and Mississippi)  
Gammill Family (Mississippi)  
Gleason/Skok & Associates (Washington)  
Ingram-LeGrand Lumber Company (Georgia)  
Larry Mason (Washington)  
Maud Van Cortlandt Hill Schroll Trust (Oregon)  
Miles Tippery (Washington)  
Novelli Estate (Washington)  
Pentzer Corporation (Washington)  
Wright Estate (Washington)

## Appraisal and Valuation

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
2012-2013	Valuation of an option to purchase up to 50 mmbf of Sitka spruce timber in Southcentral Alaska	a forest products company
2012	Evaluation of several forest properties in southwest Oregon for possible sale of an undivided interest.	a private forest landowner
2010-present	Evaluation of alleged damages associated with a forest fire in California	a corporation
2010	Valuation of a wind-power evaluation easement & purchase option associated with a forest property in western Washington	a forest products company
2009	Evaluation of issues in litigation involving a Koa property in Hawaii	a corporation
2008-2012	Evaluation of alleged damages associated with a forest fire in California	a corporation
2008-2009	Evaluation of alleged damages associated with log export restrictions in British Columbia	a government agency
2008-2009	Evaluation of alleged damages associated with a forest fire in California	a corporation
2005	Evaluation and assistance with negotiation of cost basis for timber in Southcentral Alaska	a group of Native corporations
2004-2005	Appraisals of timber on over 120,000 acres in Southcentral Alaska in connection with establishing the timber cost basis.	a Native corporation
2003	Evaluation of timber on approximately 3,000 acres in Southeast Alaska for possible sale.	a Native corporation
2003	Evaluation of approximately 10,000 acres of land and timber in Southcentral Alaska for possible sale.	a group of Native corporations
2002	Valuation for year-end audit of approximate market value expected of approximately 491,986 acres of fee timber, forest land and premerchantable stocking in Southcentral Oregon.	a forest products company
2001	Appraisal of approximately 8,275 acres of fee timber, forest land and premerchantable stocking in Southcentral Oregon	a forest products company
2001	Appraisal of approximately 11,725 acres of fee timber, forest land and premerchantable stocking in Southcentral Oregon	a forest products company
2001	Appraisal of approximately 35,563 acres of fee timber, forest land and premerchantable stocking in Southcentral Oregon	a forest products company

**Appraisal and Valuation (Continued)**

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
2001	Appraisal of approximately 16,951 acres of fee timber, forest land and premerchantable stocking in Southcentral Oregon	a forest products company
2000	Valuation of the effect on stumpage charges of a contract modification in Southeast Alaska.	a Native corporation
2000	Appraisal of approximately 110,000 acres of fee timber, forest land and premerchantable stocking in Southcentral Washington	a forest products company
1999-2012	Evaluations and consultations regarding partitionment of a joint venture in Southcentral Alaska.	a group of Native corporations
1999-2000	Evaluation of the economic loss from timber harvest forgone as a result of an injunction in connection with a conservation easement on approximately 1,100 acres in Southeast Alaska.	a Native corporation
1999	Evaluation of approximately 1,150 acres of timberland in Lewis and Thurston Counties, Washington for possible sale.	a Native corporation
1999	Evaluation of an approximate 5 acre timber trespass in Southeast Alaska.	a Native corporation
1998-2002	Valuation of the casualty losses associated with forest fires on approximately 60,000 acres in Chelan County, Washington.	a forest products company
1998	Appraisal of timber on approximately 45,000 acres in Southcentral Alaska in connection with establishing the timber cost basis.	a group of Native corporations
1998-1999	Appraisal of approximately 3,250 acres of fee timber, forest land and premerchantable stocking and leased Christmas tree and agriculture land in Grays Harbor and Mason Counties, Washington.	a private forest land owner
1998	Evaluation of approximately 2,500 acres of timberland in Southeast Alaska for possible exchange.	a Native corporation
1997-2003	Evaluation of damages resulting from a breach of contract of a long-term U.S. Forest Service timber sale contract in Southeast Alaska.	a forest products company
1996-1999	Valuation of just compensation resulting from an expropriation of a portion of a long-term tenure in Coastal British Columbia.	a forest products company
1996	Appraisal of timber held by an estate in Louisiana.	a private forest land owner
1996	Appraisal of timber on approximately 400 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1996	Evaluation of timber on approximately 1,290 acres in Southeast Alaska to estimate expected net harvest revenue.	a Native corporation

**Appraisal and Valuation (Continued)**

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1995-1996	Appraisal of timber on approximately 1,275 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1994	Appraisal of timber on approximately 255 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1993-1999	Evaluation of potential damages resulting from a breach of contract/taking of a long-term U.S Forest Service timber sale contract in Southeast Alaska.	a forest products company
1993-1996	Appraisal of timber on approximately 1,185 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1993-1994	Review of cruise and valuation methodology proposals of a proposed joint venture in Southcentral Alaska.	a group of Native corporations
1993-1994	Evaluations and consultations regarding proportionate interests in a joint venture in Southcentral Alaska.	a Native corporation
1993	Review appraisal of over 40,000 acres of timberland in Southcentral Alaska.	a Native corporation
1992-1994	Evaluation and estimate of damages on approximately 50,000 acres of southern pine timberland in Georgia resulting from lessee's failure to comply with management practices required by lease.	the lessor, a private forest land owner
1992-1994	Appraisal of approximately 600 million board feet of timber on approximately 20,000 acres conveyed by the Alaska Native Claims Settlement Act in Southeast Alaska and defense of the appraisal in 1993 in U.S. Tax Court.	a Native corporation
1992-1993	Evaluation of an alleged timber trespass in Southeast Alaska.	a Native corporation
1992-1993	Review and evaluation of basis allocation of purchase price for approximately 170,000 acres of timberland in Georgia.	a forest products company
1991-1992	Consultations and evaluations regarding potential land exchanges involving U.S. Forest Service exchange and valuation procedures in Southeast Alaska.	a Native corporation
1991	Evaluation and consultations regarding partitionment proposals for approximately 4,000 acres of timberland in western Washington.	a private forest land owner
1991	Evaluation of the going concern value of logging operations in northern British Columbia and in western Washington.	a forest products company
1991	Evaluation of approximately 130 acres of forest and remote recreation land in Southeast Alaska for exchange with the U.S. Forest Service.	a Native corporation

### Appraisal and Valuation (Continued)

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1990-1994	Timber inventory and evaluation for approximately 230,000 acres on Afognak Island in the Gulf of Alaska in connection with ownership partitionment.	a group of Native corporations
1990-1994	Review an appraisal of timber on approximately 23,000 acres in Southeast Alaska.	a Native corporation
1990-1992	Evaluation of fire damaged timber on approximately 220 acres in southwest Oregon.	a private forest land owner
1990-1991	Timber inventory and valuation of timber on approximately 5,000 acres in western Washington.	a forest products company
1990-1991	Appraisal of approximately 160 acres of remote recreation property in Southeast Alaska.	a Native corporation
1988-1989	Evaluation of damages on approximately 60 acres of timberland in Klickitat County, Washington resulting from stumpage purchaser's failure to comply with reforestation requirements of the timber sale contract.	a private forest land owner
1988-1989	Evaluation of potential damages resulting from default of a U.S. Forest Service timber sale contract in southeast Alaska.	a forest products company
1988-1989	Appraisal of approximately 500 acres of remote recreation properties and merchantable timber in Southeast Alaska in connection with sale or trade.	a forest products company
1987-1988	Appraisal of timber on approximately 16,365 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1987-1988	Appraisal of approximately 6,500 acres of forest land and premerchantable stocking in western Washington in connection with possible sale or trade.	a forest products company
1987-1988	Appraisal of timber on approximately 16,365 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1987	Appraisal of timber on approximately 19,000 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1987	Appraisal of timber on approximately 12,450 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1987	Appraisal of timber on approximately 21,713 acres in Southeast Alaska in connection with establishing the timber cost basis.	a Native corporation
1986-1988	Review appraisal and appraisal of stumpage values in Southeast Alaska in connection with civil litigation.	several Native regional corporations

### Appraisal and Valuation (Continued)

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1985-1993	Evaluation and estimate of damages on approximately 200,000 acres of southern pine timberland in Mississippi and Louisiana resulting from lessee's failure to comply with management practices required by lease.	the lessor, a private forest land owner
1985-1987	Evaluation of the fair market value of fractional ownerships in forest property.	a forest products company
1985	Analysis of delivered log prices in western Washington in connection with reorganization under bankruptcy law.	a forest products company
1984-1988	Valuation of contract rights returned by purchasers defaulting on timber sale contracts.	a public entity
1984	Analysis of delivered log and stumpage prices in western Oregon in connection with antitrust litigation.	several forest products companies
1983	Review appraisal of approximately 2,300 acres of Douglas-fir and western hemlock timberland in King County, Washington.	a public entity
1983	Appraisal of approximately 26,000 acres of company tree farm in western Washington in connection with possible sale.	a forest products company
1982-1986	Appraisal of damages resulting from interrupted logging and milling operations caused by default on log purchase contracts.	a forest products company
1982	Appraisal of approximately 22,500 acres of western hemlock and spruce timberland in Southeast Alaska for management purposes.	a Native corporation
1982	Appraisal of Douglas-fir and western hemlock export logs at Tacoma, Washington in connection with a bankruptcy claim.	a creditor
1982	Appraisal of approximately 100 acres of Douglas-fir and hardwood timberland near Eatonville, Washington in connection with an estate.	a private forest land owner
1982	Estimates of value to owner at specified harvest levels of approximately 7,500 acres of Douglas-fir and western hemlock timberland located on the Olympic Peninsula, Washington.	a forest products company
1982	Estimate of Douglas-fir delivered log values at Tacoma, Washington in connection with dispute between taxpayer and the Internal Revenue Service.	a forest products company
1981-1986	Appraisals of stumpage values in western Washington for use under Sec. 631(a) of the Internal Revenue Code.	a forest products company
1981-1983	Evaluation of redwood and Douglas-fir timberland for acquisition in northern California and negotiation for purchase of 8,000 acres.	a private forest land owner

### Appraisal and Valuation (Continued)

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1981	Appraisal of approximately 800 acres of Douglas-fir timberland in Mason County, Washington in connection with an estate.	a private forest land owner
1981	Value estimates for management purposes of approximately 60,000 acres of Douglas-fir and western hemlock timberland in western Washington.	a forest products company
1981	Value estimate of pine and fir timberland near Burney, California in connection with possible acquisition.	a private forest land owner
1980-1981	Appraisal of approximately 377,000 acres of Douglas-fir and western hemlock timberland in western Washington for possible sale.	a forest products company
1980	Appraisal of stumpage values in Idaho, Montana and Washington for use under Sec. 631(a) of the Internal Revenue Code.	a forest products company
1980	Value estimate on approximately 60,000 acres of aspen timberland in Minnesota in connection with possible acquisition.	a private forest land owner
1979-1981	Valuation of timberland areas in Southeast Alaska for potential alternative selection.	a Native corporation
1979, 1981	Appraisals of approximately 900,000 acres of company tree farms in Oregon and Washington in connection with potential sale or trade.	a forest products company
1979	Appraisal of approximately 1,000 acres of pine timberland in east central Oregon in connection with possible trade.	a forest products company
1979	Appraisal of approximately 160 acres of Douglas-fir timberland in Linn County, Oregon in connection with possible acquisition.	a forest products company
1978-1986	Appraisal of 26,544 acres of redwood and Douglas-fir timberland in northern California legislatively taken for expansion of the Redwood National Park in 1978.	a forest products company
1978-1982	Appraisal and estimate of damages on approximately 100,000 acres of southern pine timberland in southern Mississippi resulting from lessee's failure to comply with management practices required by lease.	the lessor, a private forest land owner
1978-1980, 1982-1983 1978-1980	Appraisals of stumpage values in Idaho and Arkansas for use under Sec. 631(a) of the Internal Revenue Code. Appraisal of bare forest land in western Oregon under ad valorem tax statute.	a forest products company an industry association
1978	Appraisal of 640 acres of Douglas-fir and western hemlock timberland in western Washington for possible acquisition.	a forest products company

**Appraisal and Valuation (Continued)**

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1977-1982	Appraisals of stumpage values in northwest Oregon and western Washington for use under Sec. 631(a) of the Internal Revenue Code.	a forest products company
1977-1981	Appraisals of bare forest land in eastern and western Washington under ad valorem tax statute.	an industry association
1977-1979	Appraisals of bare forest land in eastern Oregon under ad valorem tax statute.	a forest products company
1977-1979	Appraisal of approximately 15,235 acres of bottomland hardwood in central South Carolina acquired by the U.S. for the establishment of the Congaree Swamp National Monument.	a private forest land owner
1977	Appraisals of damages on approximately 40,000 acres of Douglas-fir and western hemlock timberland in western Washington resulting from lessee's failure to comply with management practices required by lease to secure timber supply.	the lessor, a forest products company

## Forest Management

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
2013-present	Review and analysis of historical management of timberland in Arizona	an Indian Tribe
2012-2013	Evaluation of a management and timber harvest agreement in Southcentral Alaska	a forest products company
2003-present	Review and analysis of historical management of timberland in New Mexico	an Indian Tribe
2000	Evaluation of management by the Washington State Department of Natural Resources of timberland in Washington.	an industry association
1998	Evaluation and cost of management practices on timberland in Southeast Alaska.	several Native corporations
1997-1998	Review and evaluation of specific aspects of management on approximately 87,000 acres of leased timberland in Louisiana.	a private forest land owner
1996	Review of forest management and evaluation of condition of mixed hardwood and conifer timberland in east central Wisconsin.	an Indian Tribe
1995-1996	Evaluation of management by the Washington State Department of Natural Resources of timberland in Washington.	a trust beneficiary
1994	Review and evaluation of forest management alternatives for approximately 9,000 acres of timberland in northern California.	a private forest land owner
1990-1996	Review and evaluation of historical and current management for approximately 136,000 acres of timberland in western Oregon.	a trust beneficiary
1989	Review and evaluation of economic assumptions in a public agency's plan to add to its forest land base.	a public entity
1988-2000	Consultations on management and securing re-forestation on 120 acres of forest land in southwest Washington.	a private forest land owner
1988-2000	Review and analysis of historical management of conifer and hardwood timberland in Minnesota.	an Indian Tribe
1987	Consultation and evaluation of management planning and strategy alternatives for approximately 20,000 acres of timberland in Southeast Alaska.	a Native corporation
1984-1986	Review of forest and mill management and evaluation of condition of mixed hardwood and conifer timberland in east central Wisconsin, with recommendations for future forest and mill management.	an Indian Tribe
1983-1985	Consultations on management of approximately 30,000 acres of family timberland in southern Mississippi.	a private forest land owner
1982	Management recommendations for approximately 100,000 acres of southern pine timberland in southern Mississippi.	a private forest land owner

**Forest Management (Continued)**

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1981	Historical review and analysis, and consultation on management of 50,000 acres of redwood and Douglas-fir timberland in northern California.	a private forest land owner
1980	Review and analysis of historical management of pine and other conifer timberland in northern Idaho.	an Indian Tribe
1979	Review of forest management and evaluation of condition of pine and other conifer timberland in eastern Oregon, with recommendations for future forest management.	an Indian Tribe
1978	Management planning and recommendations for company timber and timberland in northern California.	a forest products company
1977-1979, 1983-1989	Review and analysis of historical management of western hemlock and cedar timberland in northwest Washington.	an Indian tribe
1977-1978	Development of management strategy and planning for company timberland in Louisiana and Mississippi.	a forest products company
1977	Development of management strategy and planning for company timberland in Washington and Oregon	a forest products company

### Impact and Burden Analyses

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
2011-2012	Impact of insect infestations in the United States inland west and responses made by the forest products industries and public agencies	a government agency
2011-2012	Evaluation of the financial feasibility of a proposed hydroelectric project in eastern Oregon	an irrigation district member
2011	Analysis of changes in softwood sawmill stumpage and delivered log costs in British Columbia and the United States	a government agency
2008-2009	Evaluation of regulatory constraints on market log values in British Columbia and the United States in a NAFTA trade dispute	a government agency
2008	Evaluation of the impact on a school district of a proposed reconveyance of a forest property in western Washington	a public entity
2003-2008	Analysis of markets, prices, costs and profitability for hardwoods in Oregon, Washington and British Columbia in connection with antitrust litigations.	a forest products company
2001-2006	Comparative analyses of timber selling practices and timber prices in Canada and the United States in connection with countervailing duties investigations.	an industry association & public agencies
2001	Analysis of the impact of restricting eligibility to purchase state timber sales in Washington.	a forest products company
2000	Development of timber and lumber related information to evaluate trade issues between the United States and Canada.	an industry association
1999	Development of an inventory of non-tariff measures in the forest products sector for the APEC countries of Canada, United States, Mexico, Peru and Chile.	a public entity
1997	Development of softwood lumber related information to evaluate trade between the United States and Canada.	an industry association
1996	Analysis of forest sector employment in the Pacific Northwest for comparison with British Columbia.	an industry association
1994	Survey of spotted owl impact on forest production in Washington State.	an industry association
1991-1994	Comparative analyses of timber selling practices in Canada and the United States in connection with countervailing duties investigations.	an industry association
1991	Timber supply outlook for purposes of assessing impact on chain saw and related product sales in the Pacific Northwest.	an individual

### Impact and Burden Analyses (Continued)

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1982-1987	Comparative analyses of the impact on delivered log costs of timber sale practices in Canada and the United States in connection with countervailing duties investigation.	an industry association
1980-1981	Analysis of economic impacts of a proposed prohibition on the export of logs from timber sold by the state of Washington.	an industry association
1979-1980	Analysis of markets for and estimates of values of Sitka spruce and western hemlock delivered logs and stumpage, and logging services in Southeast Alaska, in connection with antitrust litigation.	a forest products company
1978	Analysis of national and regional impacts on forest management, and growth and yield of a prohibition on the use of 2,4,5-T herbicide.	an industry association
1977-1990	Analysis of impacts of the Small Business Administration National Forest Timber Sale Set-Aside Program.	an industry association
1977	Analysis of tax burdens on forest business and tax impacts on forest investment in Oregon.	an industry association

### **Market Studies, Timber Supply and Marketing**

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
2011	Assist in the developing a marketing plan for exportable timber in Southcentral Alaska	a group of Native corporations
2003	Develop a Request For Proposals for the sale or marketing of approximately 80 million board feet of timber in Southeast Alaska.	a Native corporation
1996-2008	Evaluation of market outlook for log prices in Southeast Alaska.	a Native corporation
1995	Analysis of timber and forest practices in the United States including ownership, harvest, sales and pricing of timber, forest management and incentives.	an industry association
1994-1998	Evaluation and consultation regarding negotiation of sale of a large timberland property in Southcentral Alaska to a public entity.	a group of Native corporations
1994-1996	Evaluation and consultation regarding negotiation of sale of a large timberland property in Southcentral Alaska to a public entity.	a local government
1994	Evaluation of log marketing proposals for approximately 6 million board feet of exportable logs in Southeast Alaska.	a Native corporation
1994	Assessment of wood supply and cost for a wood processing plant in western Washington being evaluated for possible acquisition.	a forest products company
1993	Evaluation of log marketing proposals for approximately 8 million board feet of exportable logs in Southeast Alaska.	a Native corporation
1993	Consultations and negotiations regarding a logging contract in Southeast Alaska.	a Native corporation
1993	Assessment of wood supply and cost for a wood processing plant in western Oregon being evaluated for possible acquisition.	a forest products company
1990-1991	Consultation regarding the pulp market outlook and identification of pulp mills available for expansion and acquisition.	a government/ industry entity
1990-1991	Study of the projected supply of timber available for harvest in the Pacific Northwest and Alaska.	an individual
1990	Consultation on the supply of second growth western red cedar in western Washington.	a forest products company
1988-1993	Comparison of delivered pulpwood and pulp manufacturing costs between two regions in the western United States.	a forest products company

**Market Studies, Timber Supply and Marketing (Continued)**

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
1987	Consultation and evaluation of alternatives for the sale of timber and timberland in Southeast Alaska.	a Native corporation
1985-1986, 1988	Study of the supply of western red cedar as related to the production of shakes and shingles in North America.	an industry association
1984	Negotiation of sale extension for approximately 1,000 MBF of Douglas-fir and associated species in Klickitat County, Washington.	a private forest land owner
1984	Consultation on negotiation of log marketing agreement.	a Native corporation
1984	Consultations and negotiations for marketing 20,000 acres or more of company timberland in western Washington.	a forest products company
1981-1983	Negotiation of terms for marketing logs from timber on approximately 22,500 acres in Southeast Alaska.	a Native corporation
1979	Sale of approximately 1,000 MBF of Douglas-fir and associated species in Klickitat County, Washington.	a private forest land owner
1978	Sale of approximately 2,000 MBF of western hemlock and cedar timber in Grays Harbor County, Washington.	a private forest land owner
1978	Study of timber supply and product markets for a stud mill at Afton, Wyoming.	a forest products company

### Other Projects

<u>Year(s)</u>	<u>Assignment</u>	<u>Client</u>
2013-present	Assist in the development of a proposed Candidate Conservation Agreement with Assurances	a homeowner association
2002-2010	Analysis of board feet to cubic conversion factors for logs and standing timber in the United States and Canada.	an industry association & public agency
2000-2012	Evaluation of termination issues and negotiation in the dissolution of a joint venture in Southcentral Alaska.	a Native corporation
2000	Evaluation of a log purchase agreement and subsequent performance in Southcentral Alaska in connection with a slander of title claim.	a forest products company and an insurance company
1998	Evaluation of proposed modifications to a resource development revenue sharing agreement in Southeast Alaska.	a group of Native corporations
1997-2004	Evaluation of a potential land exchange with the U.S. Forest Service in Southeast Alaska.	a Native corporation
1997	Evaluation of timber volume sampling design for a timber inventory in Utah.	a public entity
1994	Evaluation of a lost profits analysis of a proposed wood products facility in western Washington.	a public entity
1991	Verification of an inventory of a large forest property in Mississippi.	a forest products company
1991	Identification of timber volume associated with a potential trespass on approximately 600 acres in western Washington.	a non-profit organization
1990	Consultation on value determination of timber trespass in an urban residential area.	an attorney
1989	Allocation of a forest property acquisition price to individual value components for tax purposes.	a forest products company
1988-1989	Identification and analysis of price series data potentially useful to index stumpage payments in a timber sale contract.	a forest products company
1988-1989	Analysis of pro forma statement data to facilitate management review and comparison of operating data.	a forest products company
1988	Review and critique of log scaling practices in the Pacific Northwest.	a forest products company
1985	Evaluation of a project to secure production cost reductions of wood products operations in the Pacific Northwest.	a forest products company
1979	Evaluation of a potential fish hatchery site.	a forest products company

