



# Upper Great Lakes Loggers Survey

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Sustainable Forestry Conference

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- **Methods**
- Demographics
- Harvest Practices
- Challenges



# Methods

- States coordinated design to include a large percentage of identical questions.
- 1100 surveys sent out to loggers and haulers in Minnesota and Wisconsin.
- Wisconsin
  - Assisted by GLTPA
  - 800 surveys sent out through UW Survey Center
  - 43.7% response rate
- Minnesota
  - 300 surveys mailed by University of Minnesota
  - 50% response rate
- Michigan
  - Problems during administration of survey led to unusable response rate

### Minnesota 2022 Logging Business Owner Survey



### Wisconsin 2022 Logger Survey



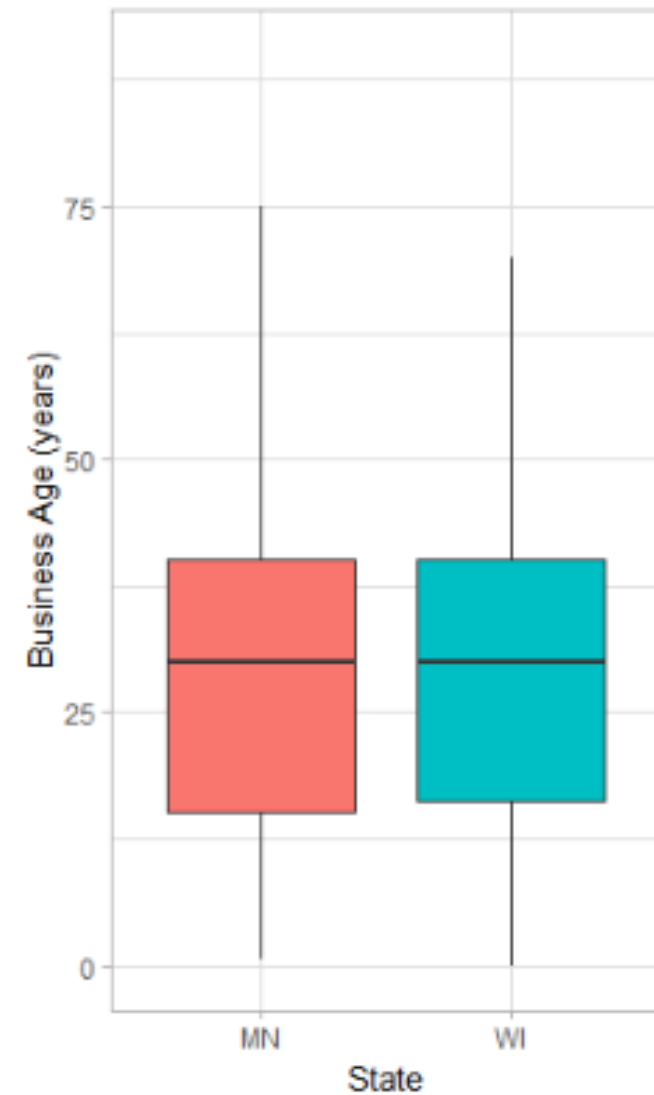
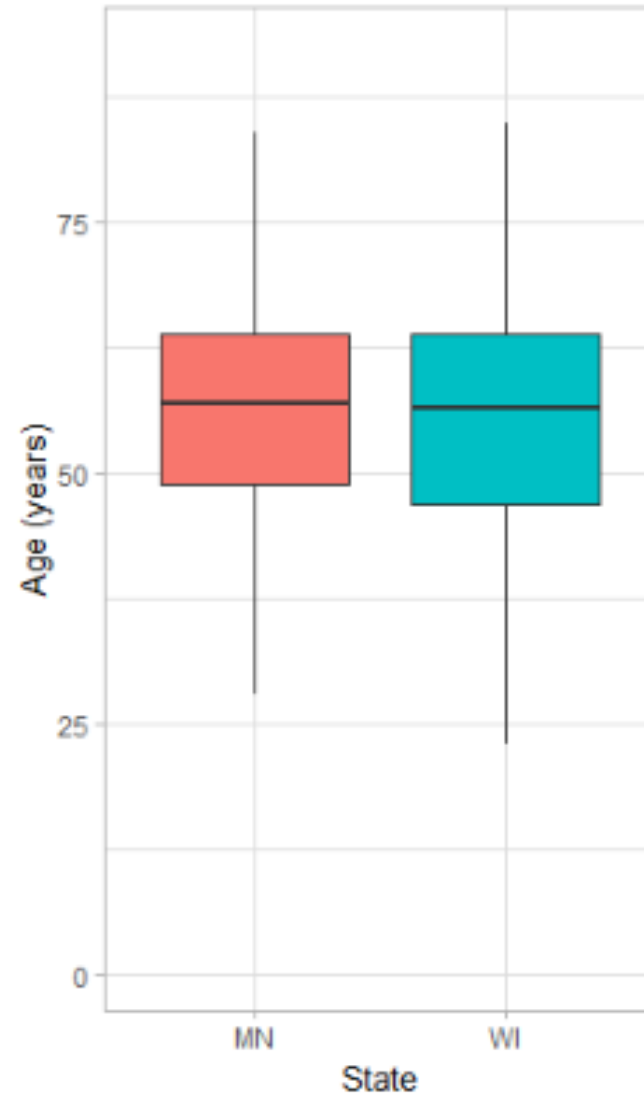


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# Demographics

- Primary owner age was very similar
  - WI = 55 years
  - MN = 56 years
- Second owner age was younger in MN
  - WI = 52 years
  - MN = 46 years
- Mean years in business was very similar
  - WI = 34 years
  - MN = 35 years
- Similar business ages
  - WI = 29 years
  - MN = 31 years



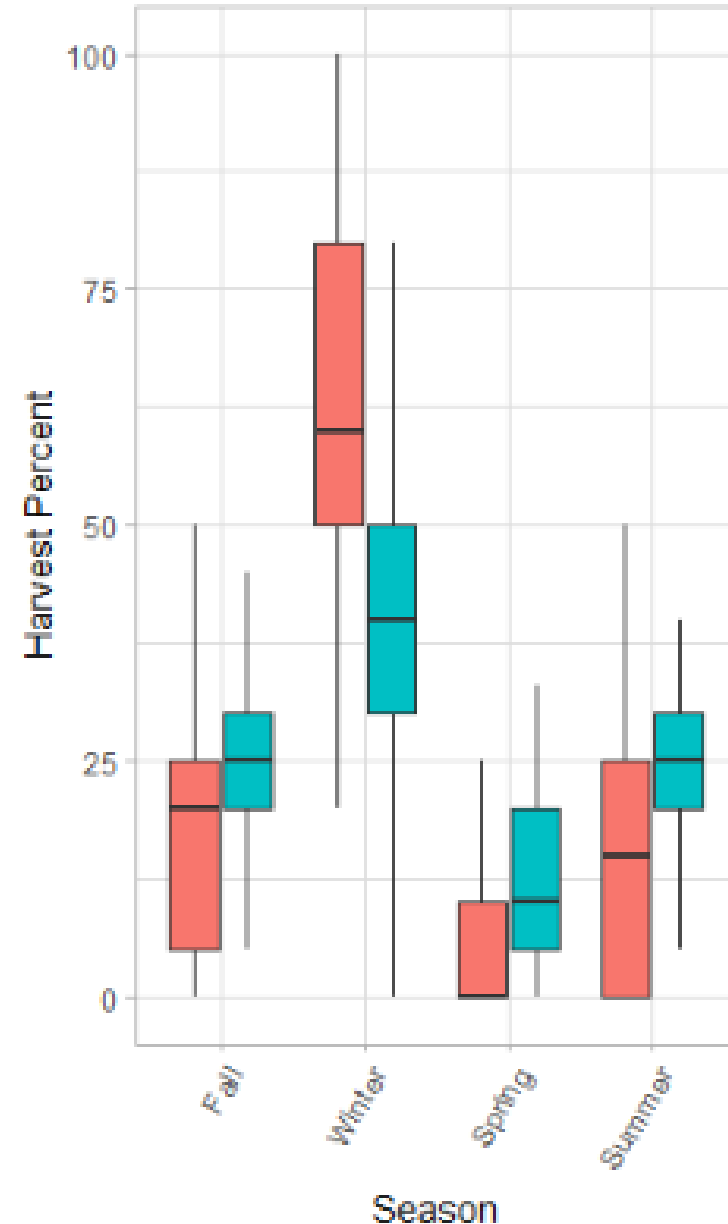
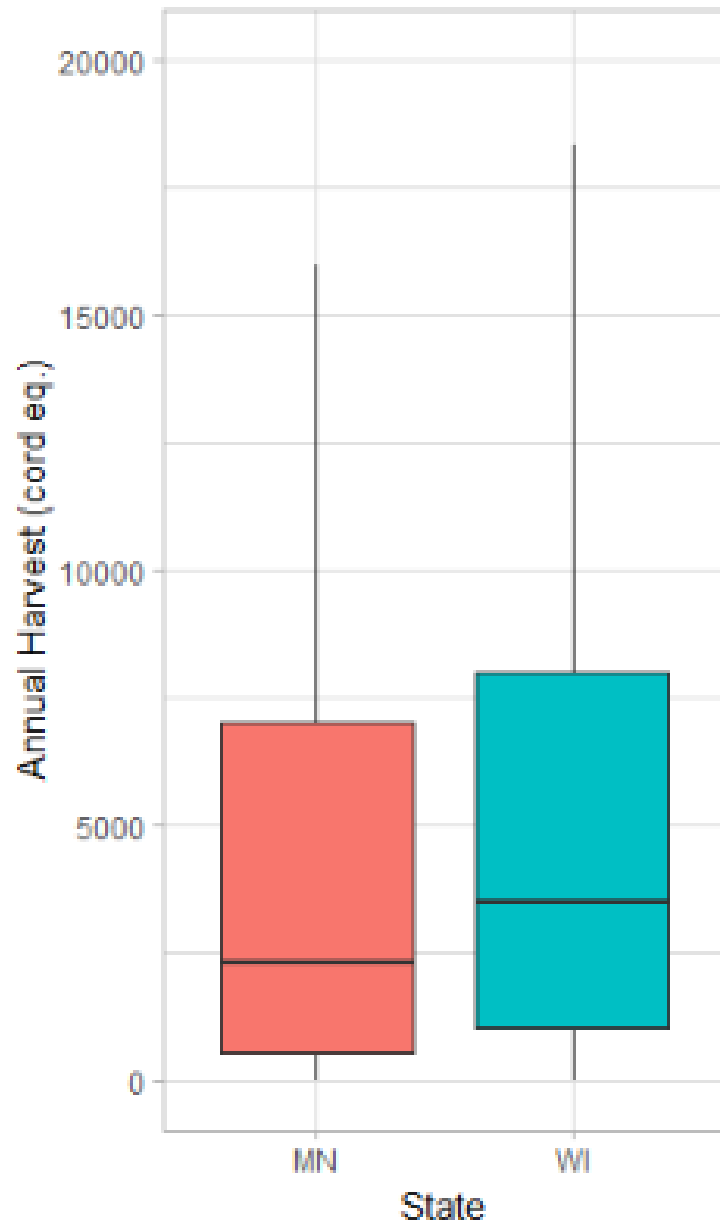


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# Harvest Practices

- WI companies had a larger annual harvest
  - WI 4050 Cord-equivalents
  - MN 3000 Cord-equivalents.
- MN Harvests significantly more in the winter compared to WI.
- More wood cut on private ownership.



# Harvest Practices

- MN companies prefer grapple skidders (71% of volume) while WI prefers forwarders (89%).
- WI contracts more hauling (82%) than MN (54%).
- More volume harvested with CTL harvesters in WI.



State	Chainsaw	CTL	DtT FB	RtT FB
WI	17%	60%	6%	17%
MN	2%	28%	31%	39%



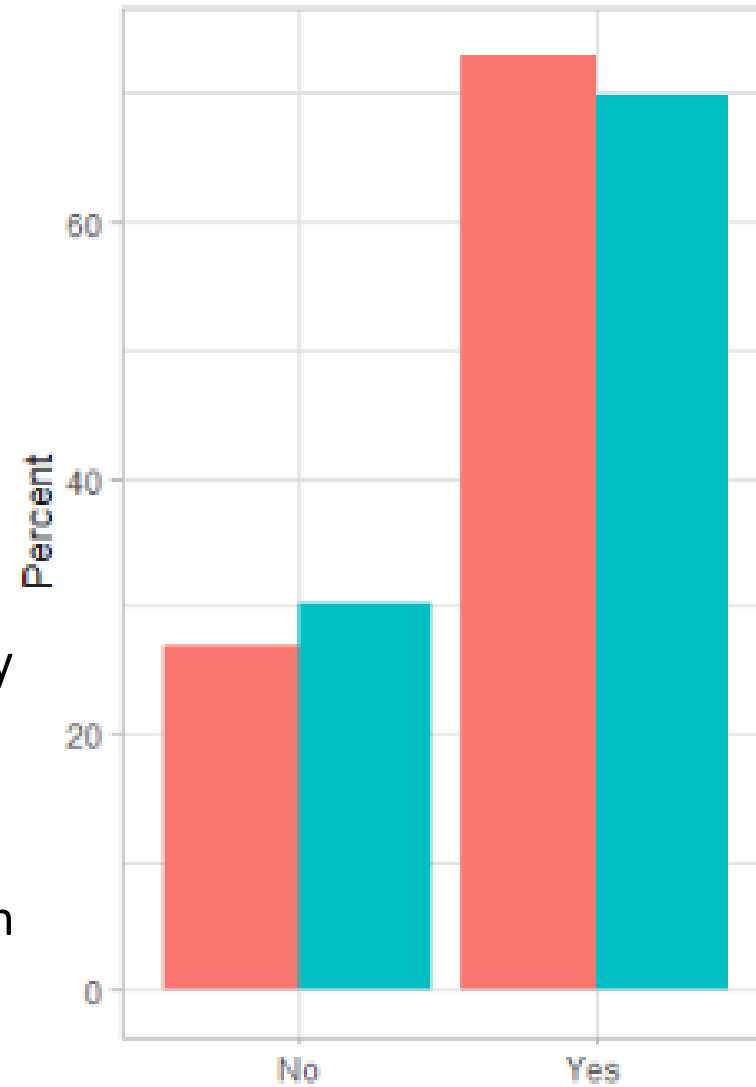
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# Challenges

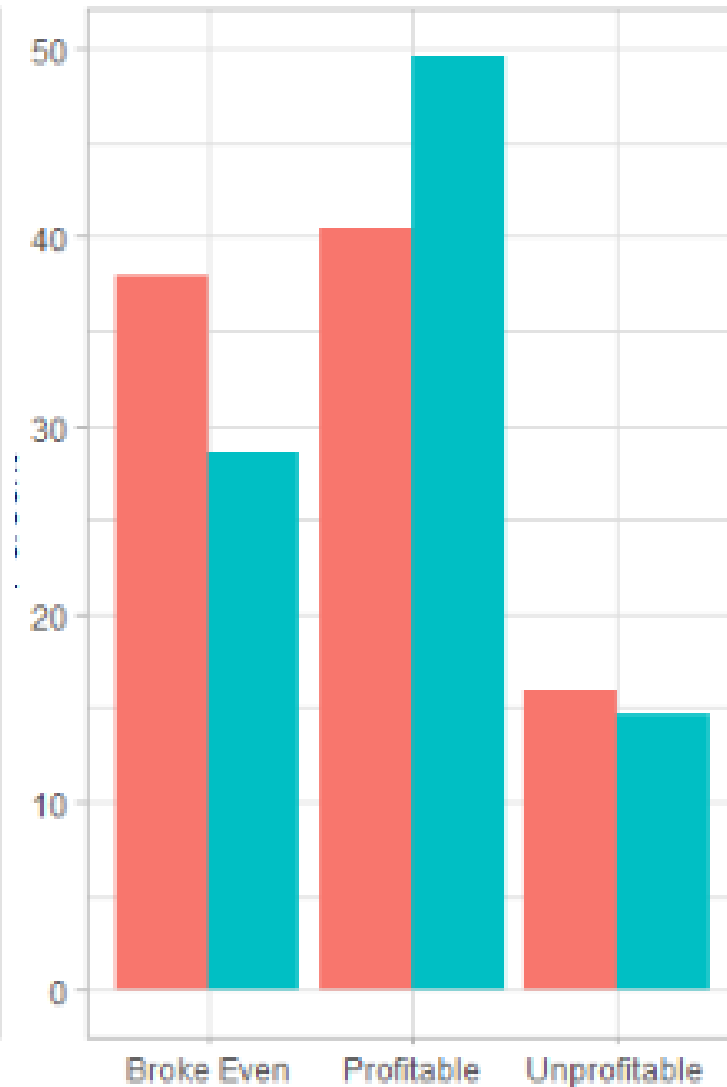
- Majority in both states expect to be logging in 5 years.
- Majority were profitable or broke even in 2021. Moreso in WI.
- Access to loans was not a challenge.
- COVID had a bigger impact on profitability in Wisconsin.
- A majority of companies in WI (52%) and MN (53%) applied for Paycheck Protection Program.

### Logging in 5 Years?



MN WI

### 2021 Profitability



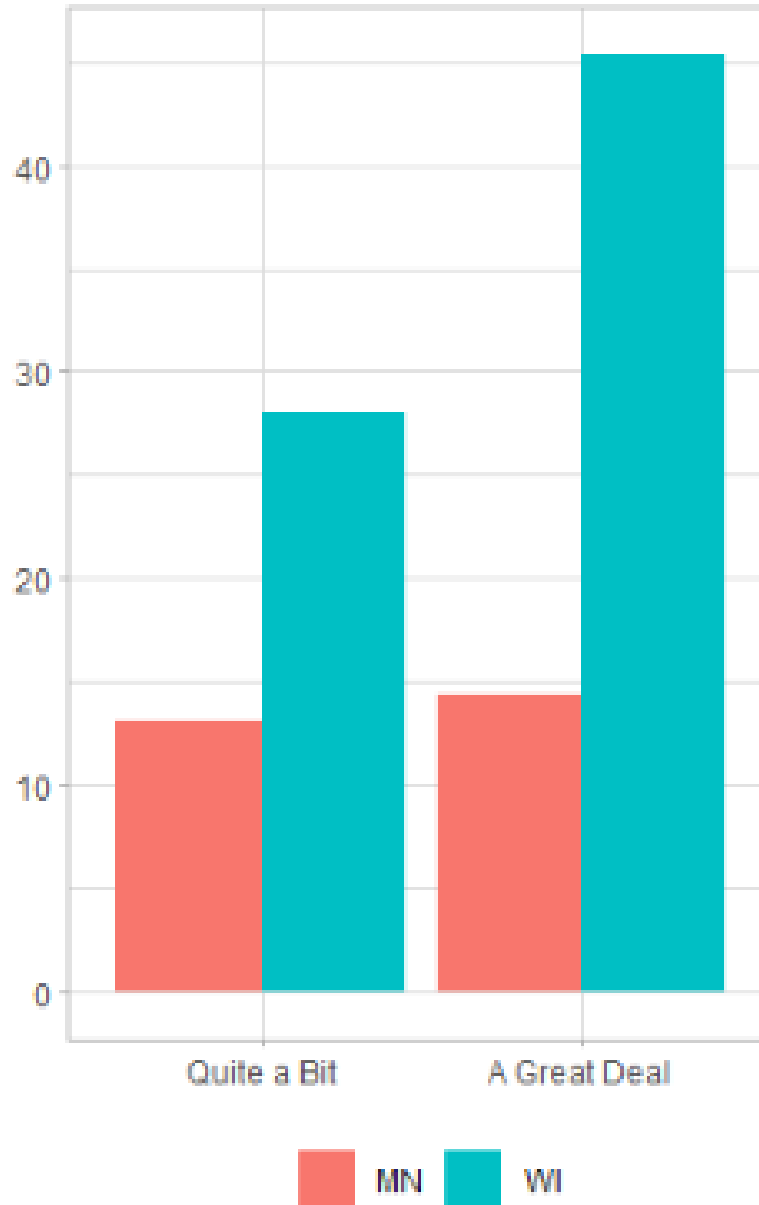
MN WI



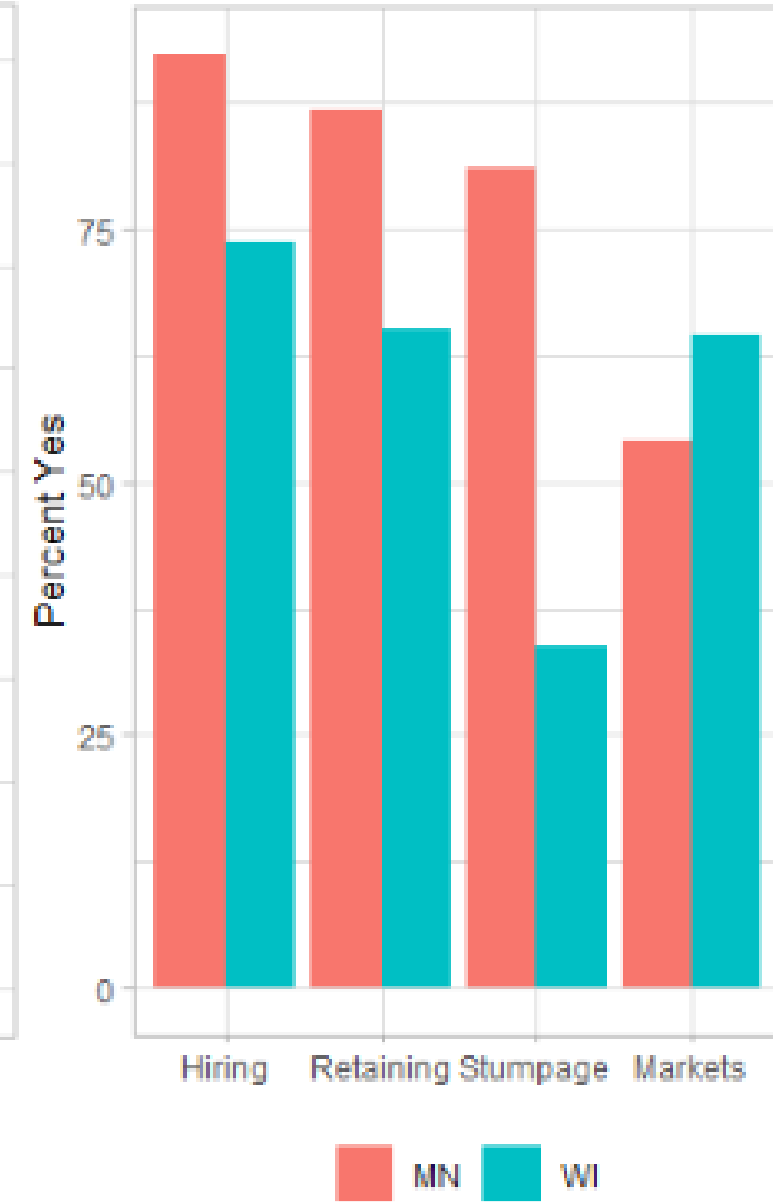
# Challenges

- Mill closures in Duluth, Park Falls, and Rapids had a large impact on Wisconsin companies.
- Biggest obstacle in both states is hiring and retaining a quality workforce.
- Stumpage is an obstacle in MN but not in WI.
- Markets are a bigger obstacle in WI.
- Significant uncertainty regarding carbon, but most think forestry can reduce CO<sub>2</sub>
- Significant skepticism regarding carbon market impact on the industry.

### Mill Closure Impact?



### Obstacles in Next 5 Years





# Conclusions

- Demographics are very similar between WI and MN with little change since 2017
  - Ownership not necessarily aging.
- WI loggers harvest more annually and across more seasons than MN companies.
- WI Harvests more on private land.
- Significant differences in equipment preferences.
- Most companies broke even or were profitable in 2021 although mill closures had bigger impact in WI.
- Hiring and retaining quality workforces is biggest obstacle to growth in both states..



# Questions?



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