



**Business of Forest Products Workshop** introduces the businesses that utilize materials harvested from the forest, how raw materials are evaluated and purchased, and the associated nomenclature of the industry. Participants will gain an understanding of the values associated with harvesting and manufacturing wood products.

For those who want to further their understanding and industry experience, this workshop will provide an opportunity to learn the differences in raw material consumption across forest product business segments and regions. Participants will gain understanding of the values associated with harvesting and manufacturing wood products in each region; instructors will introduce the related terminology and convey an understanding of which raw materials (and associated costs) are appropriate for use in various forest products industry sectors.

**Who should attend:**

Anyone new to the forest products business, USFS staff, other local and State government agency staff, accountants, salespeople, legal counsel, and human resources staff at existing forest products manufacturing companies who seek a basic understanding of wood-based raw materials and their importance in forest products manufacturing.

**Specific topics will include:**

1. Introduction to the forest products industry
2. Products derived from forests for value-added manufacturing
3. Forest products transactions
4. Selling forest products
5. The costs of harvesting forest products
6. The costs of manufacturing forest products
7. Log values
8. Determining sale values

**When:** Thursday, January 23, 2025 | 9a – 5p

**Location:** Live online and live in-person at the World Forestry Center in Portland, Oregon  
*Co-located with Mapping The Course Jan 21-23, 2025\**

**Registration site:** <https://www.westernforestry.org/events/2025-mapping-the-course/>

**Cost\*:**

- In-Person BOFP Attendance **\$550**
- Web Online BOFP Attendance **\$500**

\*MTC session is an additional fee. Cross-registration discount is available.



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