

## Wood Flows and Cash Flows: Investment Research & Strategic Analysis for the Forest Industry

Atlanta, GA • December 7, 2017

Lead Presenter	Presentation Title	Presentation Description	Length of Time
Brooks Mendell, Ph.D.	Historic performance of timber forecasts and housing projections used in the forest products industry	This session summarizes forecasts presented at conferences and reported in investor presentations and public filings of forest industry firms on housing and timber/log prices. The analysis highlights ways to develop forecast scenarios for strategic plans and models, and to test forecasts for operability and viability when used in valuations, budgets and strategic plans.	8:30 - 9:30 am (1 hour)
Amanda Lang, M.S.	Accounting for forest industry capacity changes in projections and valuations for local wood baskets and timber markets	This session summarizes forest industry capacity changes over time and demonstrates how key assumptions change regional capacity projections (a little) and local market assessments (a lot). Includes a case study from the forest products industry to illustrate the expected change on current and future timber prices regionally and locally with and without a successful new wood-using mill. The case study findings apply directly to timberland valuation models and capital expenditure budgets and pro formas.	9:30 - 10:15 am (45 mins)
		Break	10:15 - 10:45 am
Shawn Baker, Ph.D.	Ranking supply chain risk and productivity for logging and hauling across U.S. regions	This session details changes in the relative and absolute differences in operating costs across regions and how these flow through to delivered pricing. It will summarize Forisk research on factors that can affect the infrastructure and implied risk for moving wood consistently by region, such as labor, weather, etc. It will highlight "wood flow" implications relevant to cash flow and investment performance.	10:45 - 11:45 am (1 hour)
		Lunch Break	11:45 - 12:45 pm
Multiple (panel)	Panel: Forest products technology trends and factors driving capital investment	Forisk-Facilitated Panel of forest industry professionals with deep familiarity of what new technologies firms are installing, how they affect performance, and what else they might imply.	12:45 - 1:35 pm (50 mins)
Andrew Copley, M.S.	Capital investment trends in the wood bioenergy sector	This session summarizes the current status of the U.S. wood bioenergy sector. It will provide current numbers and highlight how this has changed over the past ten years. It will also highlight current capital projects and how these line up with demand/export flows.	1:35 - 1:55 pm (20 mins)
Justin Tyson, M.S.	Timberland ownership and investment trends in North America	This session will summarize the turnover of industrial timberlands over the past 40 years, provide an update on the largest owners and managers, highlight how the back-and-forth of acres has changed between owner/manager types, and note key questions we are asking and watching closely.	1:55 - 2:15 pm (20 mins)
		Break	2:15 - 2:45 pm
Brooks Mendell, Ph.D.	Forest Supplies, Part I: absolute and relative inventories	This session details supply inventories and projections in absolute and relative terms, to account for implications of improved yields and technologies, higher growth rates, and forest owner behaviors. Summarizes the key assumptions and things to watch moving forward with respect to U.S. forest supplies.	2:45 - 3:30 pm (45 mins)
Amanda Lang, M.S.	Forest Supplies, Part II: implications for investment	This session summarizes how to use forest supplies when ranking markets for timberland investments and capital expenditures at wood-using mills. Includes summary market rankings based on attractiveness for timberlands and for adding forest industry capacity.	3:30 - 4:15 pm (45 mins)
Brooks Mendell, Ph.D.	Wood Flows & Cash Flows Key Messages	This session will summarize key points and implications from the seminar, and provide sources for obtaining additional information or following-up.	4:15 - 4:30 pm (15 mins)
		<b>Total Continuing Education Hours:</b>	<b>6.0 hours</b>
		<b>Networking Mixer</b> <i>Located in the Club Room of the Georgia Tech Hotel</i>	5:00 - 6:30 pm