

Non-Timber Forest Products and Your Woodlot: Possibilities and Challenges

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Program Overview

- Explain what NTFP are
- NTFP examples
- Possible markets for NTFP
- Connection with Maine history
- Sustainable harvests
- Possibilities for your woodlands

What *are* non-timber forest products (NTFP) ?

- Seeds and cones
- Birch: sap, bark, tops
- Mushrooms: artist's conk, chaga, edible
- Maple: sap, syrup, cream and sugar
- Balsam fir: incense, resin, fir bags
- Edibles: Ostrich fern fiddleheads, wild leeks, etc.

What *are* NTFP, cont.

- Decorative branches: birch, fir, pine
- Smoking woods: alder, maple
- Spruce: gum, roots, tips
- Brown/black ash: basketry
- *Many* more

History of NTFP in Maine

- First and still used by Wabanaki Peoples
- Adopted, adapted and used by settlers
- Used as food, medicine, utility and decoration
- Maine culture, heritage selling to tourists:
Penobscot Tribe selling in Eden
Shakers selling fir bags in 1852

Importance of historical and current knowledge of NTFP:

- Another way to connect with the woods
- Personal enjoyment
- Augment income/help pay taxes
- Possible small business
- Connection with culture/history
- Way to make farms more profitable
- A way to engage youth with the woods
- A way to keep woods as woods
- Estimated value in Maine: \$70 million



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How to prepare fir for pillows

- Choose fresh branches
- Pencil dia.
- Full sun brush better
- From July - April
- Old Christmas trees, wreath needles not the best
- Chipper X 2
- Dry properly





Dried fir \$7/lb.
retail



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PRIORITY MAIL

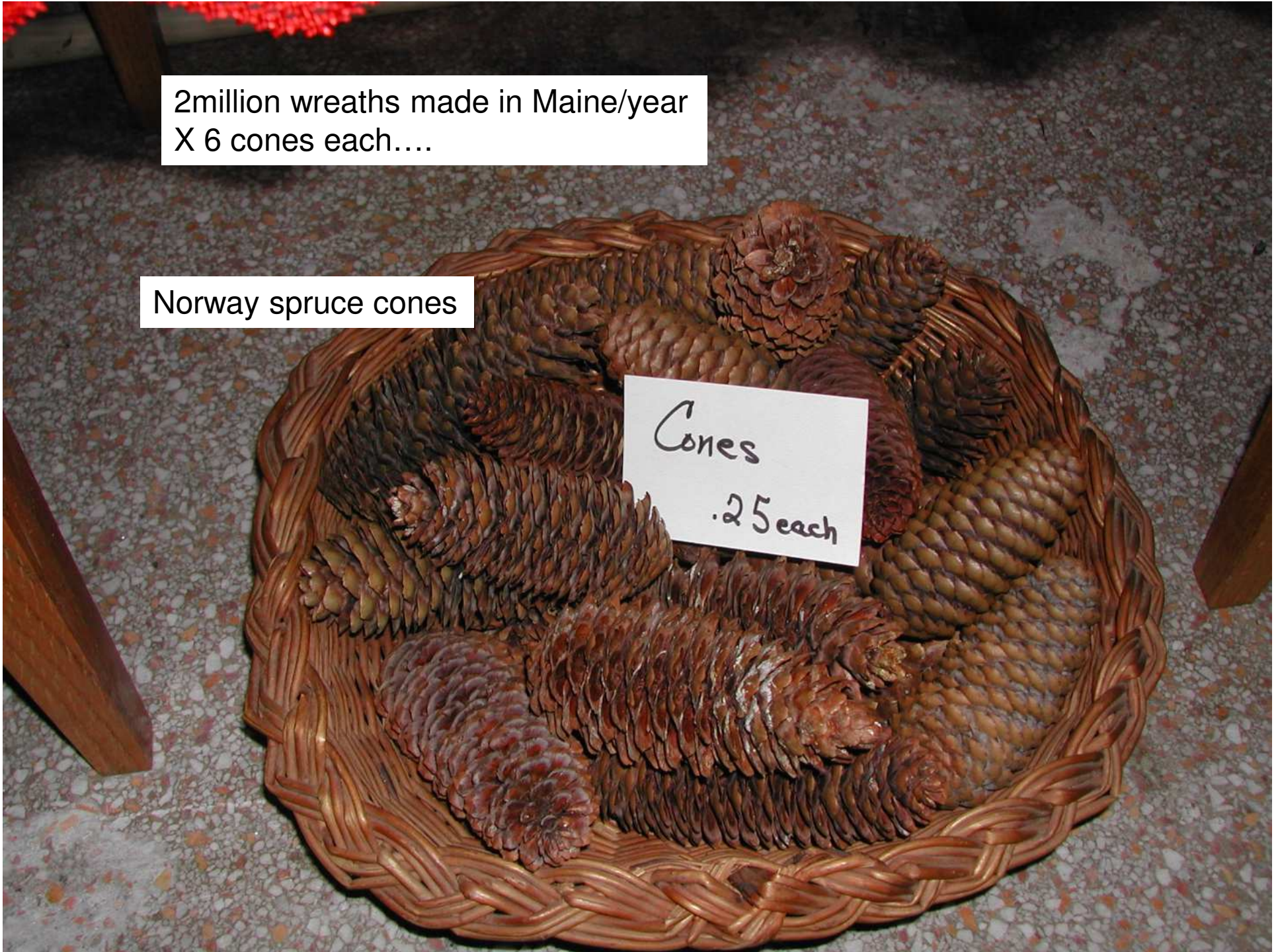
KELCO
Milbridge, Maine, etc.



2million wreaths made in Maine/year
X 6 cones each....

Norway spruce cones

Cones
.25 each



Red, or Norway pine cones



White pine cones -
resin turns to glaze
when heated



Weather Sticks



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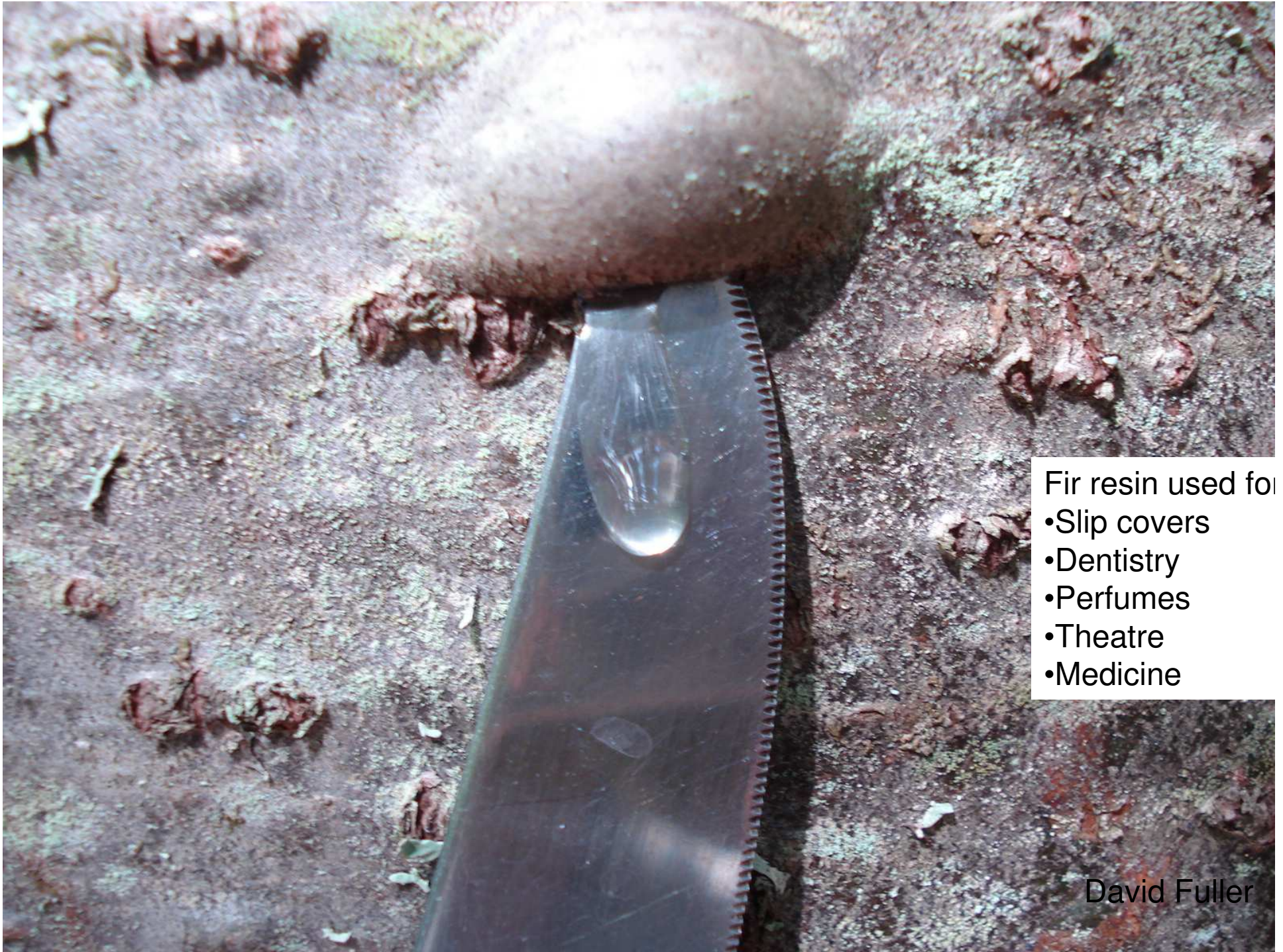
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A close-up photograph showing a person's hand holding a thin, light-colored wooden strip against a cross-section of a tree trunk. The tree trunk is cut horizontally, revealing the internal wood grain and a dark, fibrous layer. The strip is held against the wood, and the hand is visible on the left side of the frame. The background consists of a forest floor with dry leaves and green ferns.

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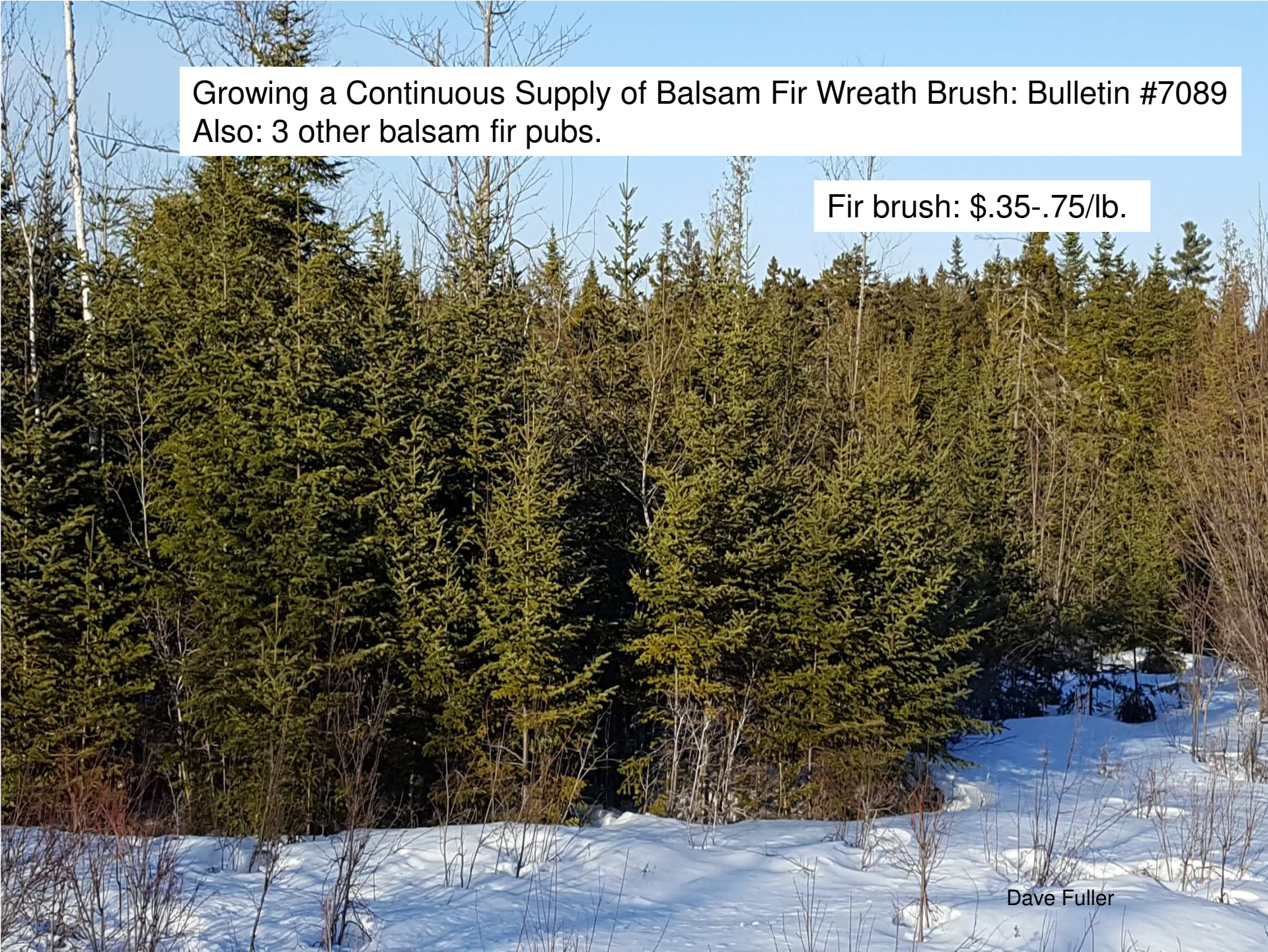


- Fir resin used for
- Slip covers
 - Dentistry
 - Perfumes
 - Theatre
 - Medicine

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Growing a Continuous Supply of Balsam Fir Wreath Brush: Bulletin #7089
Also: 3 other balsam fir pubs.

Fir brush: \$.35-.75/lb.

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Manage pine for tips? \$.75/lb.



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SUGAR HOUSE TREATS

**NET WT.
1 1/4 OZ.**

used only as a guide for buying sap and no way intends that they dictate the price for the entire industry.

sugar	\$/gal.	sugar	\$/gal.
1.50	.106	3.60	.411
1.60	.124	3.70	.426
1.70	.143	3.80	.440
1.80	.160	3.90	.453
1.90	.175	4.00	.468
2.00	.190	4.10	.481
2.10	.203	4.20	.495
2.20	.218	4.30	.509



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What is birch bark used for?

- Adirondack-style furniture makers
- interior decorators: door veneer, ceiling, walls
- wedding planners
- crafters
- *harvest only from trees to be cut*



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FRAGILE

ITEM NO:W0930
QTY: 1 PCS
MADE IN CHINA



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One of the 12 ingredients from
Nature's laboratory of which this
famous beverage is made.



Gathering Birch Bark in
Maine Woods for HIRE'S

Birch bark, cont.

- Stumpage for bark: \$3.50/sheet
- Stumpage for wood: \$45/cord
- Season: June through July
- Retail prices: \$5-\$12/square foot
- Marketing: eBay, etc.



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Example: Birch fireplace logs

- eBay
- 6, 1.5-4" dia. logs
- Free shipping
- \$42.99
- 512 sold
- Transportation across state lines?

**MAINE
SPRUCE GUM**

Known the World Over

**An Unsurpassed Remedy
for indigestion and colds**

Product of

Eastern Gum Co.



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NOTICE

No Commercial
Fiddleheading
Allowed.

Violators Will
Be Prosecuted.

Limit: 2 Quarts
Per Person

UMaine Fiddlehead Harvest Research Results Suggest:

- Harvest no more than $\frac{1}{2}$ emerged fiddleheads
- No subsequent harvest of “late bloomers”
- Pass on fiddleheads smaller than a quarter or those plants having fewer than 3 fiddleheads
- <https://extension.umaine.edu/publications/2540e/>
- Facts on Fiddleheads

A photograph of Wild Leeks (Allium tricoccum) growing in a forest. The plants have bright green, lance-shaped leaves and are surrounded by a thick layer of brown, fallen leaves and twigs. The ground is dark and appears to be covered in organic matter. The text 'Wild Leeks' and '*Allium tricoccum*' is overlaid in the upper right corner of the image.

Wild Leeks
Allium tricoccum

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Money *Can* Grow on Trees

- Youth entrepreneurial program
- Teach about the balsam fir resource
- Sustainable harvest
- How to make products: swags and weather sticks
- Learn about business basics
- Kids have fun, learn about the woods and make money
- Use as model to engage the next owners



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Income from NTFP

Four models:

1. Harvest for yourself

2. Harvest and sell to others: wreath brush or wreaths: wholesale

3. Small business – retail or wholesale
cottage industry

4. Sell stumpage

Income potential: can increase with finished
vs. raw product

Business help

- University of Maine Cooperative Extension
<https://extension.umaine.edu/business/>
- SCORE – Senior Corps of Retired Executives
667-5800
scoredowneastmaine@myfairpoint.net

Takeaways:

- What's on/in your woodlot? Not all are =
- Work only with sustainable species
- Always get landowner's permission to harvest
- Consider raw materials vs. value added products
- A way to engage the next generation
- Part of Maine's heritage
- What will 33 million tourists, spending \$ 1,470, 663,741 (2014) retail dollars, buy to remember Maine by?

Takeaways:

- Potential for new products
- Unknown market
- Imports – Chinese birch bark
- NTFP: A way to pay taxes, supp. income, enjoy the woods
- What will 33 million tourists, spending \$ 1,470, 663,741 (2014) retail dollars, buy to remember Maine by?

Questions?

This Saturday
Goods from the Woods
Sugar Lake Lodge
Engage Wellcome
No Admittance Fee

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