



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES  
**DIVISION OF PROCUREMENT SERVICES**  
 STATE OF MAINE

## PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

*INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services intranet site (Forms page) for additional instructions.*

PART I: OVERVIEW			
Department Office/Division/Program:		Agriculture, Conservation and Forestry/Maine Forest Service/Forest Policy and Management Division	
Department Contract Administrator or Grant Coordinator:		Marleen Lajoie	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 10,000.00	Advantage CT / RQS #:	20211210*1461 <sub>shg</sub>
CONTRACT	Proposed Start Date:	1/3/2022	Proposed End Date: 12/31/2022
AMENDMENT	Original Start Date:		Effective Date:
	Previous End Date:		New End Date:
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		Karl Walters dba KR Walters Consulting Services, Vancouver, WA	
Brief Description of Goods/Services/Grant:		Forest modeling training and model review	

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
<input type="checkbox"/>	A. Competitive Process	<input type="checkbox"/>	G. Grant
<input type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. University Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

### PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

The purpose of this Contract is to provide additional hands-on training in the Woodstock model to the State Biometrician (Jereme Frank). Woodstock is an integrated optimization modeling platform capable of improving decisions about resource management. The Maine Forest Service currently uses Woodstock to conduct timber supply analysis as directed by 12 M.R.S. §8877-A (3). The intended provider offers hands-on training and audits Woodstock models. This contract is necessary to improve the ability of the state to forecast future forest conditions under numerous scenarios, including but not limited to climate change, insect and disease outbreaks, and manufacturing capacity changes.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

See attached CV. This vendor was selected because he is highly qualified to perform the desired work, has much experience using the Woodstock model, and is not constrained by potential conflicts of interest, or the appearance thereof, that affect the very small number of in-state providers.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

Based on an informal survey of the small number of individuals qualified to perform this work, the contract total is quite reasonable.

4. Describe the plan for future competition for the goods or services.

This is a one-time service request to provide the State Biometrician with necessary technical assistance.

### PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?

Yes – If Yes, please attach the approved Business Case(s).

No – If No, proceed to Part V.

### PART V: APPROVALS

The signatures below indicate approval of this procurement request.

Signature of requesting  
Department's Commissioner  
(or designee):

DocuSigned by:

*Aimee Carlton*

Typed Name:

Aimee Carlton

Date:

12/21/2021

Signature of DAFS  
Procurement Official:

Typed Name:

Date:



**CURRICULUM VITAE – KARL R WALTERS**

Karl Walters is well-known throughout the forestry community as a subject matter expert in forest management, spatial planning, optimization and combinatorics. He has presented numerous times and regularly attends conferences such as the Symposium on Systems Analysis in Forest Resources (SSAFR), Society of American Foresters (SAF), the Institute For Operations Research and Management Science (INFORMS). He has published papers in academic journals in Canada and the United States.

- Since 2017, Karl has been an independent forest management consultant. He has engaged with clients in Canada, the United States and Australia, helping them to develop and/or improve their in-house modeling capabilities. Projects to date have involved automation, model audits, model reviews and training, and complete model overhauls.
- In 2010, Karl joined Remsoft as a Senior Solutions Analyst. In 2013, he was promoted to Director of Client Services, overseeing a team of 7 solution and business analysts. He was Remsoft's subject matter expert on optimization and combinatorics, and oversaw all Remsoft's training programs, including the Educational Partnership Program.
- From 2004 to 2009, Karl was Principal and Vice-President of Forest Planning at FORSight Resources, a private partnership consulting firm based in South Carolina.
- From 2001 to 2004, he was Forest Planning Manager at The Forest Technology Group, a wholly owned subsidiary of MeadWestvaco.
- Prior to FTG, he was a self-employed consultant and associate of Remsoft where he collaborated with Ugo Feunekes on the development of the Woodstock forest management planning software, and undertook the lead on training and documentation/technical writing. During the summers of 1995 and 1996, he interned at Champion International's Forestry Technical Center in Jacksonville FL, working on the implementation of *Woodstock* and *Stanley* software.
- In 1991 he had a brief stint as a Research Assistant/Sessional Lecturer at the University of New Brunswick, and from 1988 to 1991, he was the Regional Planning forester for the Carleton-Victoria Forest Products Marketing Board where he initiated a formal regional planning effort for the 3500 small woodlot owners in the marketing board area.

**EDUCATION**

Date	Educational Institution	Specialization/Degree Obtained
2000	North Carolina State University	PhD Candidate, Forestry & Operations Research
1991	University of New Brunswick	M.Sc.F., Forest Management
1986	University of Alberta	B.Sc.Forestry (with distinction)
1983	University of Alberta	B.Sc. Biology & Chemistry

**KEY PROJECTS**

- Under contract to Remsoft, was project lead to update 9 State Forest planning models for the State of Idaho Department of Lands. Developed the template structure used on all 9 properties, delivered updates to management and staff, conducted 2 workshops to all participating IDL staff, conducted two training workshops and the final delivery of project findings to IDL stakeholders.
- Project lead to develop a large-scale strategic harvest scheduling project in the state of Maine for Weyerhaeuser. In addition to Woodstock being used for the first time on this property, the project also involved automatic importing of yields from the Forest Vegetation Simulator (FVS). Multiple-entry harvests were simulated in FVS and represented in Woodstock as regimes. Remsoft's Integrator technology was used to format the yield tables and to decipher and represent the harvest choices as prescriptions.
- Project lead to implement a set of large-scale strategic/tactical harvest schedules for Potlatch, spanning 3 southern states and formulated as stand-based models. Individual stands were grown under a variety of thinning regimes followed by a final harvest, resulting in many timing choices / yield sets for each stand.
- Project lead on several major initiatives with JSC Latvijas Valsts Mezi (LVM), a publicly-owned for-profit forest management company in Latvia. Karl was instrumental in the design, build and delivery of models on several large projects – focused on strategic, tactical and operational planning – over the course of more than three years.

- Engagement with the Bureau of Land Management for training and consultation on their strategic plan for Oregon O & C lands. Provided Woodstock Fundamentals and Stanley training and reviewed their existing model and recommended modifications to streamline model build time and performance.
- Project lead on a strategic planning model for Coillte, a publicly-owned for-profit forest management company in Ireland. Karl designed, built and delivered the model on a critical project that lay the foundation for organization wide planning done using Remsoft.

### TRAINING

Karl was Remsoft's lead trainer for on-site and open training sessions since 2010. He has conducted sessions at Remsoft User Group (2010 – 2013, 2015, 2017), New Zealand (2011-2013, 2015, 2017), Australia (2011-14), Athens GA (2011,2013,2015) and Eatonville WA (2015, 2016, 2017). Additionally, he has delivered on-site training to clients in Canada, United States, Australia, Ireland and Latvia.

### SELECTED OTHER PROJECTS

- Project lead on a strategic harvest scheduling model for a private landowner in Washington State. The objective of the analysis was to maximize discounted cash flows from the 55,000 acre forest estate while simultaneously improving habitat for northern spotted owls as guided by the habitat conservation plan. The habitat metrics utilized a unique habitat suitability index.
- Project lead and analyst on a strategic planning effort for the South Carolina Forestry Commission to create harvest scheduling plans for Sand Hills, Manchester and other state forests. These forests were subject to Fish & Wildlife Service review due to presence of Red-cockaded Woodpecker (RCW) habitat. (FORSight Resources)
- Leader of a team that conducted harvest and forest management schedules for Black Hills and Bighorn National Forests. Karl created both strategic and tactical forest planning solutions using Woodstock and Stanley forest planning software and supervised all aspects of the forest planning solution including: data management, model construction, solution generation, sensitivity analysis, quality control and reporting. (Forest Technology Group)
- Team member on a resource assessment project (Wood Basket Analysis) for nine MeadWestvaco procurement region offices across the United States. Karl was responsible for the construction of the forest planning models and solution generation for this project. Karl also integrated the strategic forest planning output generated by Woodstock forest planning software with Stanley by Remsoft. Used Stanley spatial information to create a tactical solution using Woodstock's strategic planning outputs. (Forest Technology Group)

### PROFESSIONAL ASSOCIATIONS AND CERTIFICATIONS

- ◆ SAF Certified Forester #1451
- ◆ Society of American Foresters (SAF)
- ◆ INFORMS
- ◆ Xi Sigma Pi