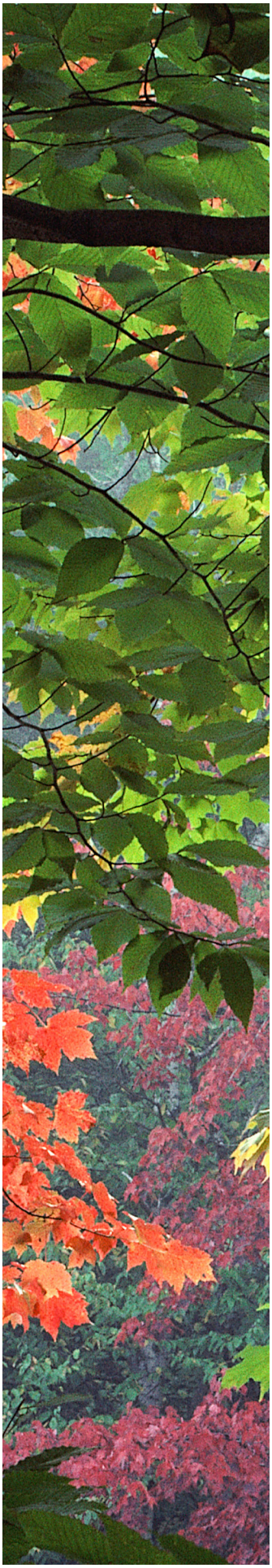

EXECUTIVE SUMMARY

2007 Pennsylvania Private Forestland Owner Offspring Study

Submitted by Catherine M. Mater

Funding for this study provided by the United States Forest Service and the Pennsylvania Department of Conservation and Natural Resources

September 2008

PINCHOT INSTITUTE
FOR CONSERVATION

2007-2008
Pennsylvania Private Forestland Owner
Offspring Study

Executive Summary

Under separate submittal:

PowerPoint (pdf): ***Pennsylvania Forestland Owner Study Results: What Does the Next Generation Think?***

Demographics Data Folder:
- PA Demographics-Baseline Final.xls
- PA Demographics Sibling Disagreement Final.xls

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Pennsylvania Offspring Study 2007

Executive Summary

By Catherine M. Mater
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The Pinchot Institute for Conservation

Introduction

In 2003, the Pinchot Institute for Conservation (PIC) in Washington DC undertook the nation's first directed interviews with non-industrial private forestland owners who were "non-joiners" – family forestland owners who were not members of any forestry or woodlot owner organizations and were not connected to an information pipeline that discussed family forestland owner issues and concerns. The Institute had tracked Congressional legislation dealing with "joiner" private forestland owner issues, but posited that non-joiner private forestland owner perceptions and concerns might be missing in the discussion. With funding provided by the Wood Education and Resource Center (WERC), interviews with over 100 non-joiner NIPF landowners in 9 eastern states were conducted. In contrast to traditional thinking, non-joiner landowners stated that lack of offspring interest (not taxation) was a top concern in keeping forestlands in family hands. Armed with these results and funding from the US Forest Service, in 2005 the PIC conducted 300 interviews with family forestland owner offspring from across the US to begin to document what the next generation was thinking regarding owning the family forests. Results of that initial offspring study (see *Family Forest Owners: What Will the Next Generation Do?; www.pinchot.org)* prompted the nation's first "drill-down" survey of family forestland owner offspring. In 2006, again through funding provided by the US Forest Service, the Pennsylvania Department of Conservation and Natural Resources Bureau of Forestry (PA DCNR) retained PIC to conduct over 250 interviews with offspring of family forestland owners in the state. Interviews were completed in 2008.

To underscore the importance and urgency of conducting offspring research on the offspring of forestland owners, it's helpful to look at the USDA Forest Service's 2007 National Woodland Owner Survey (NWOS) results for the State of Pennsylvania:

- There are 8.9 million acres of family forestlands in Pennsylvania and 469,000 family forestland owners.
- Almost 48% of those forestland owners are retired.
- 55% (258,000) of all family forest landowners in the state are 55 years or older, and 58% of those landowners (149,000) are 65 years or older, accounting for 37% of the private forestland.
- 80% of the family forestland based in Pennsylvania had owners who had purchased forestland, and over 30% had owners who had inherited or otherwise been given land.
- Pennsylvania forestland owners representing almost 55% of the family forest acreage in the state identify the opportunity to pass on the family forestlands to their heirs as the third top reason for owning the land. (Personal use ranks first (scenery, home, privacy), and protecting the biological diversity of the land ranks second.)
- Over 45% of the family forestland acreage has been owned for 24 years or less in the state.

- Over 11% (1,035,000 acres) of the entire family forestland base in Pennsylvania will either be sold, subdivided, or converted to non-forested use *in the next five years*.
- Another 12% -13% (~ 1.1 million acres) will be *given to heirs* of the forestland owners *in the next five years*. Landowners who are less than 65 years of age will transfer 36% of that acreage.

So – the current family forest picture in Pennsylvania appears to have these elements overall: the land has not been passed down from generation to generation in the same family, but rather purchased by landowners - many older in their years now - who have a love of the land. Almost 25% of the family forestlands in the state are expected to go through ownership changes in the next five years, with offspring playing a significant role in the equation.

The **Pennsylvania Offspring Study of 2007-2008** not only analyzed overall offspring results, but also analyzed:

- responses by gender and age of offspring;
- responses from siblings within the same families; and
- responses by other associated factors such as size of family forestland ownership, whether offspring were raised on the family forestlands; whether the family forestlands were purchased or inherited; and whether the family forests were participating in the Pennsylvania Clean & Green (C&G) program, etc.

This Executive Summary details the overall results of those offspring interviews, provides analysis and observations on what the results mean: and offers some recommendations for pathways forward for the state. (Note: explanations of survey results are provided at the end of this introductory section of the Executive Summary.)

The study results provide a wealth of new information regarding what the next generation of Pennsylvania family forestland owners think and what they are likely to do with the family forests once transfer occurs. Survey highlights include:

- **Male and female offspring interact differently in the Pennsylvania family structure when it comes to participation in the management of the family forests**. Only 37% of female offspring in Pennsylvania said they were involved in the management of the family forest (through discussion, decision-making, and/or direct labor), while 56% of Pennsylvania male offspring stated they were involved. This – even though over 50% of both male and female offspring who were not currently involved in the family forest management stated they *wanted to be* (66% males vs 54% females). Of those offspring involved, more men said they were involved in a *decision-making role* and more women said *discussion-only role*. 75% of offspring in Pennsylvania stated they believed their parents had talked with them about the future of the family forests. This was equally so between males and females (77% males v. 73% females) and, save for the <20 year olds, age did not alter these findings. However 83% of females aged <20 years old said their parents had discussed the future of the family forests with them compared to 29% of male offspring in the same age bracket. Over 60% of male offspring appeared aware of programs or agencies that could assist them with the management of the family forests compared to 43% of female offspring. Perhaps it then is not surprising that almost one-quarter (22%) of all female offspring interviewed for this study identified '*lack of knowledge*' as a key challenge in assuming ownership and management of the family forests compared to only 11% of their male counterparts. Lack of parity between male and female participation in the management of the family forest might not be of such concern *if* one assumes that males and females think the same

about important management issues. Survey results, however, show something different as noted below. There is importance to underscoring and paying attention to these gender differences.

- **No matter the gender, Pennsylvania offspring expect to inherit the family forestlands *and* they expect that they will be required to manage the lands *jointly* with their siblings**. 87% of all offspring thought they would *inherit* their parents' forestlands, but views on how the land would be inherited differed with some offspring, especially siblings within the same family. 60% of offspring believed they would inherit the family forests *jointly with their siblings*, and this was true for both male and female offspring (61% males and 60% females). 20% of offspring, however, believed the land would be *divided between the siblings*, and gender did make a difference on this response. While 24% of females thought the family forestlands would be *divided between offspring*, only 15% of males thought this was so. Conversely, 21% of males thought *just one offspring* would inherit the family forestlands compared to 15% females who thought this would be so. Complicating matters, one-third (33%) of families had multiple siblings who where interviewed for this study that disagreed with each other on how the land would be inherited.

- **Generating income off the family forestland is important to both male and female Pennsylvania offspring, but where it comes from is another matter.** Overall 66% of Pennsylvania offspring stated they desire to secure income from the family forestland once they inherit the land. This was true for both genders as 67% of males and 65% of females said yes to this question. But males were significantly more inclined to look at *timber production* for income generation (91%) compared to females (65%). And females were more inclined to rely on *farming and grazing* on family forestlands for income generation (43% females v 31% males). In addition, even though males and females appear in sync with a desire to seek income from the family forestlands, almost 50% of siblings within the same families who had been interviewed for this study disagreed with each other on whether the family forestland should generate income. If family forestlands are to be managed jointly between offspring, issues like receiving income off the lands and where the income will come from can pose significant problems to siblings looking for common ground and agreement.

    - **'Stewardship' may not be the answer for Pennsylvania offspring.** According to survey results, the next generation of Pennsylvanian offspring acknowledged that parents manage the family forestlands for *stewardship* first and foremost (45%), followed by *fish/wildlife* (43%) and *personal use/income* (both at 40%). But when asked what would be key reasons for offspring themselves to own the family forests, *stewardship* ranked **third** with both male and female offspring (at only 28% and 23% respectively), and **ranked last** as a key benefit to owning the family forest (*home/legacy, personal use, love of land, investment,* and *'it's mine'* all ranked higher). This was true for both male and female offspring, and was also true for all age brackets of offspring save the over 60 year old group. So while using the term stewardship in outreach to existing Pennsylvania family forestland owners might be smart, an outreach effort with stewardship as the main message may well miss the mark in capturing the attention of the next generation of forestland owners in the state. Why the difference between parent and offspring? The answer may be found in offspring responses in identifying the top challenges to owning the family forests. No matter gender or age, Pennsylvania offspring across the board ranked *labor/time to manage* as their top constraint to owning the family forest in the future, and they ranked *labor to maintain* as the top challenge their parents have to deal with in currently managing the family forests. So the term *stewardship* may well be tied to the image of physically having to work the land (*labor to maintain, time to maintain*), and messaging that uses that term may be tuned out by this next generation. If Pennsylvania offspring don't tune in to stewardship – what does grab their attention … and pocketbook? Best to look to higher powers for that answer. According to overall survey results, almost 60% (58%) of Pennsylvania offspring give money on an annual basis to their churches. Children, health, and education organizations follow,

but at half the level of commitment compared to religious affiliation giving. *Environmental organizations* were second to last, with *forestry organizations* right at the bottom. When reviewing responses to this question by gender, however, a different picture emerges after annual gift giving to churches (both genders ranked this as #1): male offspring identified *environmental organizations* as the second top annual donations category, but female offspring ranked this second to last. Both genders did agree on what ranked last for annual gift giving … *forestry organizations*. So for messaging that reaches the next generation of forestland owners in Pennsylvania, tying trees to the spiritual aspects of nature may be right on the mark. And if there is an environmental message – it may be best to develop the message with a male perspective in mind.

- **Sibling disagreement may play a central role in the transition of family forests to Pennsylvania offspring**. Exhibit B of this executive summary provides an overview of sibling agreement/disagreement. According to survey results, siblings were most in agreement on how the family forestlands were acquired, the types of organizations their parents are associated with, perceptions about what property taxes are doing around their family forests, being satisfied with how their parents are managing the family forests, understanding what will happen to the land at transfer time (they agreed that they would inherit the land), and identifying where income from the land will come from. But 50% or more families with multiple children interviewed for this study had siblings who disagreed with each other in at least five critical areas:

  a) wanting to be involved in the management of the family forest;
  b) believing parents have to deal with challenges in managing the family forests;
  c) identifying what conditions would force them to sell the family forests;
  d) identifying steady timber prices as an important or very important financial tool to help manage the family forests; and
  e) identifying the single most important tool for helping to maintain the forestlands in family hands (what trumps what).

  These five factors are fairly significant benchmarks in gauging how smooth land transfer and next generation forestland management will occur. Forget *tax relief*, *spouses agreeing*, and *kids agreeing* – according to survey results – at the end of the day having *siblings agree* on what to do with the family forests trumped the whole lot on what's important to this next generation. This was true for both male and females, and was true in all age brackets of offspring up to 60 years old.

- **Don't look to the next generation for excitement about biomass removal off the family forest for energy or biofuel production.** It may be a hot topic for the energy and forestry arena – but this next generation gives it low marks as being important for family forest ownership and management. *Payment for biomass* ranked last on the list of financial conditions or tools that would be considered important of very important to Pennsylvania offspring in helping to maintain forestlands in family hands. *Tax relief* was at the top of the list at 60% and *payment for biomass* ranked last at 32%. But female offspring thought differently than male offspring with respect to this question. 37% of females did identify this as an important or very important tool compared to male responses (28%). Even so, industry and policy-makers in Pennsylvania may have an uphill challenge in reaching this new generation of forestland owner that may not recognize that the woody biomass they walk on may have energy and fuel value.

- **Payment for woody biomass may not be hot, but payment for ecosystem services ranks at the top with the next generation.** But both genders agree that payment for ecosystem services - especially payments for storing carbon (carbon banking) in trees that are part of the family forests

– will be an important new tool for managing the family forests. And female offspring may take the lead on this! In the financial tools arena, Pennsylvania offspring ranked *payment for ecosystem services* second only to *tax relief* (54% v. 60%) as a very or most important tool for managing the family forest. Age of offspring did not alter this result, but female offspring actually ranked this higher than their male counterparts (59% v. 49%). With over 50% of Pennsylvania offspring potentially tuned into this new financial arena for managing family forests, innovative and important carbon investment opportunities may exist for both public and private forestland owners in the state.

- **As age of offspring increased, concern over costs for medical expenses as a 'force' condition also increased:** When asked what conditions might force you to have to sell, convert or fragment the family forestlands, Pennsylvania offspring ranked *need for cash* for unforeseen events on top at 46%, followed by money to pay for *taxes* (25%). But third on the list was money to pay for *medical expenses* (18%). And male offspring seemed more concerned about this than female offspring overall. Age also played a factor in the ranking of all these conditions. For Pennsylvania offspring, as the age of offspring increased, concern over *unforeseen events* and *taxes* **decreased**, but concerns over costs for *medical expenses* **increased.** So – finding a way to connect human health with forest health is just plain smart. But how to do it? Perhaps we can find some answers from above. If offspring are interested in carbon banking, is it possible to work with a national health care provider – like Blue Cross Blue Shield (the largest insurance provider throughout rural America) – to offer individual health savings accounts (HSAs) to the next generation of forestland owners in exchange for committing the family forestlands to staying as forests and storing carbon. BCBS might then serve as an administering agent setting up and administering these HSA's through funding provided by carbon offset investors. Creative thinking is required to move this type of agenda, but opportunity clearly exists.

- **Who offspring look to for information and as a go-to source:** When it comes to who Pennsylvania offspring consult with if they have questions about the family forest, *university/extension* ranks clearly on top of the list with 52% of offspring identifying this as their main source for information. *Consulting foresters* were next at 40%, followed by *state forestry associations* (33%). The *Pennsylvania DCNR* ranked down the line at 14% followed by *national associations* at 7%. These findings did not alter appreciably when gender of offspring was considered, but did alter when age of offspring was factored in. For offspring aged 20-40 years old, *forestry consultants* ranked at the top of the list at 60% followed by *university/extension* at 50%. *PA DCNR* ranked at the bottom of the list at 5% (*environmental organizations* ranked at 10% for this age bracket). For offspring aged 41-60 years old, *university/extension* ranked at the top of the list (59%) and *PA DCNR* ranked fourth on the list at 23%. It is unclear why there is such a wide variation in who offspring desire to consult with, but these data match response data from offspring when asked who they think their parents consult with: 48% of offspring identified *university/extension* as information sources their parents consult with; *consulting foresters* were next at 32%, followed by *state forestry associations* at 33%. *PA DCNR* was listed at 10%. This information becomes important as a strategy is developed to identify not only what the message should be, but also whom the messenger should be to tap into the offspring communication pipeline.

- **External factors do seem to make a difference relative to offspring responses, but not in all categories.** Offspring responses were analyzed based on the following sensitivity analysis categories: family forest acreage size (<100 acres or >100acres), how parents acquired the lands (inherited or purchased), whether the offspring were raised on the family forest (yes or no), whether the land was participating in the state's Clean and Green program (yes or no), and whether offspring were members of environmental and/or forestry organizations (yes or no).

Two sensitivity areas stood out as having the most noted significance (where a large number of answers and alternative answers differed by at least 15% points). First, acreage size did seem to make a difference in certain response categories. Offspring from family forests >100 acres ….

a. …believed that their parents managed the family forests for income;
b. …stated that parents consulted most with university and extension folks when information was needed;
c. …believed the family lands would be transferred to offspring to be managed jointly;
d. …had spouses that would agree to sell some of the forests;
e. …desired income off the land; and
f. …thought income would come from grazing and farming.

The other category that seemed to make a difference was whether the offspring were members of a forestry or environmental organization: Offspring who were members …

a. …were involved in the management of the family forest, and involved in a decision-making capacity;
b. …believed that their parents managed the family forests for income;
c. …were aware that their parents had a written management plan;
d. …were more sensitive to development pressures as challenges their parents had to deal with;
e. …had consulted with foresters and state forestry associations.
f. …had talked with their siblings about management of the family forests;
g. …had identified stewardship as a top benefit to owning the land; and
h. …had identified payment for ecosystem services as an important tool in managing the family forests.

- **Finally – it's important to note that what Pennsylvania offspring think may not be reflective of offspring from other states.** Not all offspring are alike. When compared to the 2007 Wisconsin Offspring Study, the results show that Pennsylvania offspring belong to more environmental organizations than Wisconsin offspring; are less involved in the decision-making roles if they are involved in the management of the family forests; desire more to be involved in the management of the family forest before land transfer; rely substantially less on their state DNR for information and assistance, but also rely substantially more on their state forestry organizations; and are more desirous of obtaining income off the family forests.

Background to the offspring study:

- Landowner names were obtained from Pennsylvania Department of Conservation and Natural Resources Bureau of Forestry Service Foresters, county tax assessment offices, Pennsylvania State University, and various forest landowner associations.

- Over 1,034 non-industrial private forest landowners in the state were contacted initially to ascertain whether they had children and, if so, to seek permission to interview their children. Of those 1,034 landowners 46% did not respond.

Pennsylvania Offspring Interviews	*Gender (#)*		*% of total*
County (46)	*M*	*F*	
Adams	5	10	6%
Allegheny	1	1	0%
Armstrong	1	4	2%
Beaver	1	3	2%
Bedford	7	6	5%
Berks	2	2	2%
Blair	1	0	0%
Bradford	1	1	1%
Butler	5	5	4%
Cambria	8	6	5%
Carbon	1	0	0%
Centre	6	3	3%
Clarion	8	3	4%
Clearfield	0	2	1%
Clinton	0	2	1%
Columbia	9	6	6%
Cumberland	1	0	0%
Dauphin	3	3	2%
Elk	2	0	1%
Erie	3	8	4%
Forest	2	6	3%
Fulton	0	1	0%
Huntingdon	1	0	0%
Jefferson	2	1	1%
Juanita	1	2	1%
Lackawanna	2	0	1%
Lebanon	3	4	3%
Luzerne	4	2	2%
Lycoming	1	0	0%
Mercer	3	1	2%
Mifflin	0	2	1%
Potter	2	4	2%
Schuylkill	9	7	6%
Snyder	1	1	1%
Somerset	5	9	5%
Sullivan	3	2	2%
Susquehanna	8	5	5%
Tioga	1	5	2%
Union	1	1	1%
Venango	1	0	0%
Warren	2	2	2%
Washington	3	0	1%
Wayne	1	1	1%
Westmoreland	2	3	2%
Wyoming	0	2	1%
York	6	5	4%
Totals	**129**	**131**	**100%**
	50%	**50%**	

- Approximately 42% of forestland owners who responded agreed to have their offspring interviewed.

- 260 offspring interviews were completed.

- The interviews conducted represent forestland ownership in 46 counties throughout the state (69% of all counties, see table).

Interview protocol used:

The protocol used to gain access and permission to interview the Pennsylvania offspring encompassed four (4) key steps:

- Pennsylvania forestland owners were first contacted to ascertain whether they had children and, if so, to seek permission to interview their offspring;

- If permission was secured, offspring contact information was supplied by the parent(s) to PI. In many cases – before supplying PI with offspring contact data, parents first contacted their children to make sure it was ok to release their contact information;

- Once offspring contact information was received, offspring were contacted by mail, e-mail, etc. to set up interview date and time;

- Only after these steps were completed were interviews then conducted.

With few exceptions where interview responses were mailed in, interviews were conducted by phone, with interviews lasting about 30 minutes.

Interview questions:

Five (5) key areas of survey questions were employed for this study. In addition to garnering information on the *demographics* of Pennsylvania offspring, the 2007 survey also queried offspring regarding what organizations they and their parents belonged to (*affiliations*), and what *perceptions* offspring had regarding land use and commuinity economic conditions surrounding the family forests. Under the category of *family forest management*, offspring were asked questions regarding their involvement in the management of the family forestlands and their awareness of organizations that could assist them in helping to manage the family forests. Finally, offspring were asked a series of *decision-making* questions that focused on their interest in owning the family forests and identifying conditions that might affect their ability and willingness to maintain forestlands in family hands.

A mixture of questions were included in the survey: Some questions required a simple yes or no answer. Other questions were competely open-ended – allowing the respondant full range of response, with responses then grouped into similar categories. Many questions allowed for multiple responses, and some required the respondant to rank specific choices from 1 (least important) to 5 (most important). The ***Detailed Survey Results Summary*** section of this executive summary (Exhibit D) provides a complete description of question type and response results.

Separate from evaluation of the baseline questions referenced above, sensitivity analyses of offspring responses in the *family forest management* and *decision-making* sections of the survey were conducted to address the following:

1) Did *size of family forestland* ownership make a difference in offspring response? (<100 acres ownership vs >100acres ownership)
2) Did offspring respond differently if parent(s) had *inherited* the family forestland vs. *purchased* the land?
3) Did offspring response differ if they were *raised* on the family forestland?
4) Did responses differ with offspring who thought the family forestland was listed with the Pennsylvania Clean and Green Program (*C&G*)?
5) Did offspring who were *members* of a forestry and/or environmental organization provide differing answers compared to their "non-joiner" offspring counterparts?

For the sensitivity analyses, it was determined that a 15% point difference between answers in a same response category would be defined as notable. Example: 31% (81 of 260) of offspring stated they were members of a forestry or environmental association (vs 179 non-members). Of those 81 offspring who were members, 50 (or 62%) stated they were currently involved in managing their parents' forestlands and 31 said they were not. Of the 179 offspring who were not members, 71 (or 40%) stated they were currently involved in management. The point spread (62% vs 40%) between offspring based on membership in forestry or environmental organizations was over 15%, thus was determined to be notable.

Finally, for 72 families with forestland in Pennsylvania, multiple siblings in the same family were interviewed. Responses from siblings within the same family were analyzed in order to determine sibling areas of agreement and disagreement. Sibling agreement/disagreement was determined by use of the following criteria:

- All siblings in the same family had to either agree or disagree in their response to the same question. Example: if only two out of three siblings in the same family provided the same response to a question (one 'yes' and the other two 'no'), it was determined that sibling disagreement was evident in the family.

- Where open-ended questions were asked then grouping of responses employed, sibling disagreement was determined if all siblings did not identify at least one same response category. Example: offspring responses to benefits to owning the family forest were wide-ranging and included *love of land, personal use, income generation etc*. Offspring usually had multiple answers for this question as well. In order to be in 'agreement', all siblings within the same family had to identify only one same grouped response to this question.

- Where offspring were asked to rank an item on importance (on a scale of 1 to 5), siblings were determined to be in agreement if all siblings in the same family ranked a response category within a one (1) point difference. Example: importance of property tax relief as a tool to maintain family forests. In a family with three siblings – all siblings had to rank the importance of property tax relief either equal or within a one-point difference. If sibling #1 ranked at 3, sibling #2 ranked at 4, and sibling #3 ranked at 2, it was determined that sibling disagreement was evident in the family.

Where Detailed Survey Results Can Be Found:

Survey results and overviews are provided in several formats. Some are included in this executive summary; some are submitted as separate documents. This executive summary includes the following:

- Exhibit A: *Baseline offspring response results summary* relative to questions asked under the five key survey areas: d*emographics, affiliations, perceptions, forest management, and decision-making* survey areas. These tables show the response percentages. Actual numerical data that correlates to percentages can be found within the Data Folders referenced below.

- Exhibit B: *Sibling disagreement results overview* for all five survey areas (demographics, affiliations, perceptions, forest management, and decision-making). This table shows the response percentages. Actual numerical data that correlates to percentages can be found within the Data Folders referenced below.

- Exhibit C: *Sensitivity analysis results overview* for forest management, and decision-making survey sections. These tables show the areas where a 15% point difference in offspring response was noted based on analysis area: family forest acreage size (<100 acres vs >100 acres), how parents acquired the family forests (inherited vs purchased), whether offspring were raised on the family forests, whether family forests were listed with the Pennsylvania C&G program, and whether offspring were members of environmental and/or forestry organizations. The Data Folders referenced below includes a more detailed sensitivity analysis summary, and also includes the sensitivity analysis baseline spreadsheets that correlate numbers to percentages for all questions where sensitivity analysis was conducted.

- Exhibit D: *Detailed survey results summary* report for all data analyzed under baseline questions, sensitivity analysis, and sibling agreement/disagreement analysis. This report is in text format and provides detailed explanations on the key findings of the study.

In addition to Exhibits A through D attached to this executive summary, under separate submittal is a pdf PowerPoint presentation detailing the results of the 2007 Pennsylvania Offspring Study. Data Folders are also forwarded under separate submittal and include the following linked excel spreadsheets and Word documents:

Demographics Data Folder:
- PA Demographics-Baseline Final.xls
- PA Demographics Sibling Disagreement Final.xls

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Exhibit A

Demographics Summary Table

Exhibit A.1

Offspring by gender?		M	F
Overall:		50%	50%
Offspring by age?			
Overall:	<20 year	7%	
	20-40 years	53%	
	41-60 years	38%	
	61-80 years	1%	
		M	F
by Age & Gender:	<20 years	37%	63%
	20-40 years	49%	51%
	41-60 years	55%	45%
	61-80 years	0%	100%
Forest acres owned by family?			
Overall:	DK	3%	
	<10 acres	0.4%	
	10-49 acres	20%	
	50-99 acres	23%	
	100-499 acres	46%	
	500-999 acres	7%	
	1000+ acres	2%	
Percent of sibling disagreement:		24%	
Age of parents?			
Overall:	41-60 years	38%	
	61-80 years	59%	
	81+ years	11%	
Years forestland owned by family?			
Overall:	<10 years	10%	
	10-30 years	28%	
	30-50 years	32%	
	50+ years	34%	
Percent of sibling disagreement:		28%	
Were family forests inherited or purchased?			
Overall:	inherited	29%	
	purchased	78%	
	stated land purchased - from family	27%	
Percent of sibling disagreement:		6%	
How is land currently owned?			
Overall:	jointly/both parents	59%	
	father only	13%	
	mother only	13%	
	jointly by parents & a family member	1%	
	partnerships & trusts	9%	
	corporations	0%	
Percent of sibling disagreement:		26%	

Forest within 25 miles of urban or rural area?			
Overall:	urban	17%	
	rural	50%	
	both	33%	
Percent of sibling disagreement:		56%	
Were you raised on the family forestland?			
Overall:	% yes	40%	
		M	F
by Gender:	% yes	39%	40%
Do you currently live on family forestland?			
Overall:	% yes	15%	
		M	F
by Gender:	% yes	19%	11%
Do you live within 25 miles of family forestland?			
Overall:	% yes	27%	
		M	F
by Gender:	% yes	30%	24%
Do you currently live in-state?			
Overall:	% yes	65%	
		M	F
by Gender:	% yes	67%	62%
Frequency of visits to forestland?			
Overall:	often (3+ times/year)	72%	
	seldom (1-2 times/year)	25%	
	never	3%	
		M	F
by Gender:	often (3+ times/year)	75%	69%
	seldom (1-2 times/year)	23%	28%
	never	2%	4%
by Age: <20 years	often (3+ times/year)	73%	
20-40 years		74%	
41-60 years		69%	
61-80 years		50%	
<20 years	seldom (1-2 times/year)	27%	
20-40 years		22%	
41-60 years		29%	
61-80 years		50%	
<20 years	never	0%	
20-40 years		3%	
41-60 years		2%	
61-80 years		0%	
If not live on land, plan to in the future?			
Overall:	% yes	25%	
	% no	48%	
	% DK	28%	
		M	F
by Gender:	% yes	28%	22%

Are you married?			
Overall:	% yes	62%	
Do you have children?			
Overall:	% yes	58%	
Occupation?			
Overall:	professional	58%	
	non-professional	25%	
	student	15%	
	retired	2%	
		M	F
by Gender:	professional	56%	60%
	non-professional	30%	19%
	student	12%	18%
	retired	2%	2%
Annual household income?			
Overall:	$30K or less	9%	
	$31-$50K	14%	
	$50-$100K	42%	
	>$100K	27%	
by Age:	<20 years $30K or less	0%	
	$31-$50K	21%	
	$50-$100K	47%	
	>$100K	11%	
	20-40 years $30K or less	14%	
	$31-$50K	17%	
	$50-$100K	37%	
	>$100K	27%	
	41-60 years $30K or less	4%	
	$31-$50K	7%	
	$50-$100K	49%	
	>$100K	30%	
	61-80 years $30K or less	0%	
	$31-$50K	67%	
	$50-$100K	0%	
	>$100K	33%	
Do you have siblings?			
Overall:	% yes	94%	

Are you a member of a forestry or environmental organization?			
Overall:	% yes	31%	
	forestry	38%	
	environmental	72%	
		M	F
by Gender:	% yes	36%	26%
	forestry	47%	26%
	environmental	66%	79%
Are you a member of a forestry or environmental organization?			
by Age: % yes	<20 years	11%	
	20-40 years	30%	
	41-60 years	38%	
	61-80 years	0%	
Are your parents members of forestry/environmental organization?			
Overall:	% yes	63%	
Percent of sibling disagreement:		17%	
	forestry	70%	
	environmental	43%	
Percent of sibling disagreement:		5%	
Are your siblings members of forestry/environmental organization?			
Overall:	% yes	21%	
	forestry	37%	
	environmental	63%	
Do you donate money on an annual basis to any organizations or causes?			
Overall:	% yes	77%	
		M	F
by Gender:	% yes	74%	80%
by Age: % yes	<20 years	57%	50%
	20-40 years	67%	77%
	41-60 years	85%	93%
	61-80 years	na	67%
If yes, to whom?	forestry	5%	
Overall:	environmental	27%	
	church	58%	
	education	30%	
	health	34%	
	children	30%	

If yes donate, to whom?		M	F
by Gender:	forestry	7%	3%
	environmental	31%	24%
	church	59%	57%
	education	25%	35%
	health	27%	41%
	children	26%	33%
by Age: <20 years	forestry	0%	
	environmental	0%	
	church	88%	
	education	38%	
	health	38%	
	children	0%	
20-40 years	forestry	5%	
	environmental	24%	
	church	54%	
	education	26%	
	health	29%	
	children	30%	
41-60 years	forestry	6%	
	environmental	33%	
	church	61%	
	education	34%	
	health	39%	
	children	31%	
61-80 years	forestry	0%	
	environmental	0%	
	church	50%	
	education	0%	
	health	50%	
	children	50%	

Perceptions Summary Table

Reasons why your family currently owns the forest?				
Overall:		home/legacy	65%	
		personal use	36%	
		love of land	34%	
		timber investment	25%	
		stewardship	22%	
			M	F
by Gender:		home/legacy	66%	65%
		personal use	41%	30%
		love of land	31%	38%
		timber investment	24%	27%
		stewardship	21%	24%
by Age:	<20 years	personal use	63%	
top 2 reasons		home/legacy	58%	
	20-40 years	home/legacy	68%	
		personal use	39%	
	41-60 years	home/legacy	64%	
		love of land	29%	
	61-80 years	all	33%	
		all	33%	
Percent of sibling disagreement:			28%	
What are most valuable characteristics of owning the land?				
Overall:		it's mine	22%	
		home/legacy	35%	
		investment	14%	
		love of land	61%	
		personal use	27%	
		stewardship	14%	
			M	F
by Gender:		it's mine	22%	22%
		home/legacy	30%	39%
		investment	16%	11%
		love of land	56%	65%
		personal use	34%	21%
		stewardship	15%	14%
by Age:	<20 years	personal use	58%	
top 2 reasons		love land/it's mine	53%	
	20-40 years	love of land	55%	
		home/legacy	37%	
	41-60 years	love of land	70%	
		home/legacy	37%	
	61-80 years	home/investment	33%	
		love land/stewardsh	33%	
Percent of sibling disagreement:			44%	

Observed any changes in past 5 years? Population:			
Overall:	increased	56%	
	decreased	2%	
	stayed the same	36%	
		M	F
by Gender:	increased	60%	52%
	decreased	2%	2%
	stayed the same	33%	38%
Percent of sibling disagreement:		38%	
Observed any changes in past 5 years? Land prices:			
Overall:	increased	69%	
	decreased	0%	
	stayed the same	11%	
		M	F
by Gender:	increased	75%	63%
	decreased	0%	0%
	stayed the same	11%	11%
Percent of sibling disagreement:		14%	
Observed any changes in past 5 years? Property taxes:			
Overall:	increased	53%	
	decreased	0%	
	stayed the same	11%	
		M	F
by Gender:	increased	57%	49%
	decreased	0%	0%
	stayed the same	11%	11%
Percent of sibling disagreement:		8%	
Observed any changes in past 5 years? Real estate development:			
Overall:	increased	62%	
	decreased	0%	
	stayed the same	31%	
		M	F
by Gender:	increased	61%	62%
	decreased	0%	0%
	stayed the same	35%	27%
Percent of sibling disagreement:		23%	
Observed any changes in past 5 years? Forestland:			
Overall:	increased	4%	
	decreased	32%	
	stayed the same	56%	
		M	F
by Gender:	increased	6%	2%
	decreased	30%	34%
	stayed the same	61%	52%
Percent of sibling disagreement:		38%	

Perceptions Summary Table *(continued)*

Observed any changes in past 5 years? Local Economy:			
Overall:	stronger	19%	
	weaker	15%	
	stayed the same	53%	
		M	F
by Gender:	stronger	16%	21%
	weaker	16%	15%
	stayed the same	57%	49%
Percent of sibling disagreement:		39%	
What are the current land uses surrounding family forest?			
Overall:	residential/commercial	57%	
	forests	70%	
	farms	77%	
	open space	17%	
		M	F
by Gender:	residential/commercial	57%	58%
	forests	75%	65%
	farms	77%	76%
	open space	15%	18%
Do you know of plans to subdivide land near your forest?			
Overall:	% yes	27%	
		M	F
by Gender:	% yes	30%	24%
Will these external events influence decision to own forest?			
Overall:	% yes	40%	
	% yes - keep	73%	
	% yes - sell	21%	
		M	F
by Gender:	% yes	34%	46%
	% yes - keep	77%	70%
	% yes - sell	11%	28%

Exhibit A.6

Family Forest Management Summary Table

Are you involved in management of forestlands?			
Overall:	% yes	47%	
		M	F
by Gender:	% yes	56%	37%
by Age: % yes	<20 years	53%	
	20-40 years	48%	
	41-60 years	44%	
	61-80 years	33%	
Percent of sibling disagreement:		43%	
If involved, in what capacity?			
Overall:	decision-making	49%	
	discussion only	53%	
	other (labor)	53%	
		M	F
by Gender:	decision-making	53%	43%
	discussion only	46%	63%
	other (labor)	56%	49%
If involved, in what capacity?			
Overall by Age: <20 years	decision-making	20%	
	discussion only	10%	
	other (labor)	100%	
20-40 years	decision-making	45%	
	discussion only	55%	
	other (labor)	50%	
41-60 years	decision-making	59%	
	discussion only	59%	
	other (labor)	45%	
61-80 years	decision-making	100%	
	discussion only	100%	
	other (labor)	100%	
If you are involved, at what age did involvement begin?			
Overall:	<10 years old	22%	
	teenager	39%	
	adult	38%	
If not involved, would you like to be?			
Overall:	% yes	59%	
		M	F
by Gender:	% yes	66%	54%
by Age: % yes	<20 years	44%	
	20-40 years	65%	
	41-60 years	52%	
	61-80 years	100%	
Percent of sibling disagreement:		56%	

If you want to be involved, what prevents you?			
Overall:	proximity	46%	
	it's not mine	48%	
	lack of knowledge	9%	
	no time	20%	
	no management needed	5%	
If you have children, are they involved in mgmt of family forests?			
Overall:	% yes	9%	
		M	F
by Gender:	% yes	10%	7%
Overall:	decision-making	8%	
	discussion only	77%	
	other (labor)	62%	
Are your siblings involved in the management of the family forests?			
Overall:	% yes	42%	
		M	F
by Gender:	% yes	38%	46%
Percent of sibling disagreement:		50%	
Have your parents discussed the future of the family forests with you?			
Overall:	% yes	75%	
		M	F
by Gender:	% yes	77%	73%
		M	F
by Age & Gender:	<20 years	29%	83%
	20-40 years	75%	65%
	41-60 years	85%	82%
	61-80 years	na	67%
Percent of sibling disagreement:		22%	
What do parents manage the lands for? (genders similar)			
Overall:	fish/wildlife	43%	
	personal use	40%	
	income	40%	
	scenery	18%	
	stewardship	45%	
	soil	9%	
	water	9%	
	DK	3%	
Percent of sibling disagreement:		26%	

Family Forest Management Summary Table *(continued)*

What do parents manage the lands for? (genders similar)			
Overall by Age:	<20 years	fish/wildlife	58%
		personal use	63%
		income	26%
		scenery	5%
		stewardship	37%
		soil	0%
		water	0%
		DK	0%
	20 - 40 years	fish/wildlife	44%
		personal use	43%
		income	40%
		scenery	20%
		stewardship	46%
		soil	9%
		water	13%
		DK	4%
	41 - 60 years	fish/wildlife	40%
		personal use	31%
		income	42%
		scenery	18%
		stewardship	455
		soil	11%
		water	5%
		DK	2%
	61 - 80 years	fish/wildlife	0%
		personal use	33%
		income	33%
		scenery	0%
		stewardship	33%
		soil	0%
		water	0%
		DK	33%

Are lands listed in Clean & Green program (C&G)?			
Overall:	% yes	35%	
		M	F
by Gender:	% yes	33%	37%
	% DK	41%	44%
Percent of sibling disagreement:		13%	

If in C&G, are you familiar with obligation of the program?		
Overall:	% yes	74%
by Age: % yes	<20 years	0%
	20-40 years	71%
	41-60 years	82%
	61-80 years	100%

If "no" on C&G, do parents get a tax break?			
Overall:	% yes	8%	
	% no	32%	
	% DK	59%	
		M	F
by Gender:	% yes	10%	6%
	% no	36%	29%
	% DK	54%	65%

Do your parents have a written management plan?			
Overall:	% yes	30%	
	% no	39%	
	% DK	30%	
		M	F
by Gender:	% yes	34%	27%
Percent of sibling disagreement:		25%	

Are you satisfied with the management of the family forests?		
Overall:	% yes	95%
Percent of sibling disagreement:		8%

Have you observed parents dealing with challenges to managing land?			
Overall:	% yes	48%	
		M	F
by Gender:	% yes	45%	51%
Percent of sibling disagreement:		61%	

If yes, what type of challenges?			
Overall:	taxes	20%	
	maintenance	8%	
	developmental pressures	18%	
	lack of time	22%	
	labor to maintain	51%	
		M	F
by Gender:	taxes	27%	13%
	maintenance	13%	4%
	developmental pressures	16%	19%
	lack of time	18%	25%
	labor to maintain	46%	55%

Have your parents made sacrifices to maintain the forestland?			
Overall:	% yes	25%	
		M	F
by Age & Gender:	<20 years	14%	42%
	20-40 years	24%	33%
	41-60 years	21%	18%
	61-80 years	na	0%
Percent of sibling disagreement:		28%	

Family Forest Management Summary Table *(continued)*

Are you aware of programs or agencies that help to manage forestlands?			
Overall:	% yes	53%	
		M	F
by Gender:	% yes	62%	43%
		M	F
by Age & Gender:	<20 years	29%	25%
	20-40 years	64%	39%
	41-60 years	64%	56%
	61-80 years	na	33%
Which programs/agencies are you aware of?			
Overall:	university extension	65%	
	consulting forester	29%	
	state forestry association	47%	
	national association	15%	
	state dept. Natural Resources (DNR)	14%	
Have parents consulted with associations/programs to help them manage forestlands?			
Overall:	% yes	61%	
		M	F
by Gender:	% yes	69%	53%
		M	F
by Age & Gender:	<20 years	29%	58%
	20-40 years	73%	49%
	41-60 years	69%	60%
	61-80 years	na	0%
Percent of sibling disagreement:		21%	
Which program(s) do parents consult with?			
Overall:	university extension	48%	
	consulting forester	32%	
	state forestry association	30%	
	national association	8%	
	state dept. Natural Resources (DNR)	10%	
Do you consult with any program/agencies about forestland management?			
Overall:	% yes	16%	
		M	F
by Gender:	% yes	21%	11%
Which programs do you consult with?			
Overall:	university extension	52%	
	consulting forester	40%	
	state forestry association	33%	
	national association	7%	
	state dept. Natural Resources (DNR)	14%	
		M	F
by Gender:	university extension	59%	40%
	consulting forester	44%	33%
	state forestry association	30%	40%
	national association	11%	0%
	state dept. Natural Resources (DNR)	19%	7%

Exhibit A.9

Decision-Making Summary Table

What will happen to the land?			
Overall:		offspring to inherit	87%
		land to be sold	8%
by Age:	<20 years	offspring to inherit	79%
	20-40 years		91%
	41-60 years		85%
	61-80 years		67%
	<20 years	land to be sold	5%
	20-40 years		6%
	41-60 years		11%
	61-80 years		33%
Percent of sibling disagreement:			13%

How will land transfer?				
Overall:		joint sibling ownership	60%	
		divided between offspring	20%	
		joint with other family	6%	
		just one offspring	18%	
			M	F
by Gender:		joint sibling ownership	61%	60%
		divided between offspring	15%	24%
		joint with other family	6%	6%
		just one offspring	21%	15%
by Age:	<20 years	joint sibling ownership	73%	
		divided between offspring	7%	
		joint with other family	0%	
		just one offspring	20%	
	20-40 years	joint sibling ownership	56%	
		divided between offspring	23%	
		joint with other family	6%	
		just one offspring	20%	
	41-60 years	joint sibling ownership	62%	
		divided between offspring	18%	
		joint with other family	6%	
		just one offspring	15%	
	61-80 years	joint sibling ownership	100%	
		divided between offspring	0%	
		joint with other family	0%	
		just one offspring	0%	
Percent of sibling disagreement:			33%	

If land is to be sold, who will likely purchase?				
Overall:		offspring/family	76%	
		non-family	19%	
		conservation group	0%	
		developers	0%	
			M	F
by Gender:		offspring/family	82%	70%
		non-family	9%	30%
		conservation group	0%	10%
		developers	0%	0%
by Age:	<20 years	sold to offspring/family	0%	
	20-40 years		88%	
	41-60 years		73%	
	61-80 years		100%	
	<20 years	sold to non-family	100%	
	20-40 years		13%	
	41-60 years		18%	
	61-80 years		0%	
	< 0 years	sold to conservation group	0%	
	20-40 years		0%	
	41-60 years		0%	
	61-80 years		0%	
Percent of sibling disagreement:			n = 0	

Are you interested in owning the land?				
Overall:		% yes	87%	
			M	F
by Gender:		% yes	95%	79%
			M	F
by Age:	< 0 years	% yes	100%	83%
	20-40 years	% yes	99%	83%
	41-60 years	% yes	89%	73%
	61-80 years	% yes	na	33%
Percent of sibling disagreement:			36%	

Reasons for wanting to own the land?				
Overall:		home/legacy	72%	
		personal use	23%	
		love of land	38%	
		it's mine	21%	
		investment	15%	
		stewardship	26%	
			M	F
by Gender:		home/legacy	66%	78%
		personal use	28%	16%
		love of land	35%	43%
		it's mine	22%	19%
		investment	17%	12%
		stewardship	28%	23%
Percent of sibling disagreement:			26%	

Decision-Making Summary Table *(continued)*

If married, have you discussed ownership of forest with your spouse?				
Overall:		% yes	80%	
			M	F
by Gender:			79%	80%
Percent of sibling disagreement:			24%	
Would spouse agree to….?				
Overall:		own all the land	91%	
		sell all the land	50%	
		sell some of the land	61%	
			M	F
by Gender:		own all the land	92%	90%
		sell all the land	59%	41%
		sell some of the land	64%	58%
by Age:	20-40 years	own all the land	91%	93%
		sell all the land	52%	33%
		sell some of the land	57%	56%
	41-60 years	own all the land	93%	85%
		sell all the land	64%	52%
		sell some of the land	69%	63%
Have you discussed the future of the land with your children?				
Overall:		% yes	50%	
	20-40 years	% yes	32%	
	41-60 years	% yes	64%	
	61-80 years	% yes	100%	
			M	F
by Gender:		% yes	46%	55%
Have you discussed owning the land with your siblings?				
Overall:		% yes	51%	
			M	F
by Gender:		% yes	47%	55%
by Age & Gender:	<20 years	% yes	0%	13%
	20-40 years	% yes	43%	49%
	41-60 years	% yes	56%	70%
	61-80 years	% yes	na	67%
Percent of sibling disagreement:			43%	
Would siblings agree to…?			M	F
Brothers agree to...		own all the land	80%	75%
		sell all the land	15%	17%
		sell some of the land	25%	39%
Sisters agree to…		own all the land	78%	73%
		sell all the land	25%	27%
		sell some of the land	40%	51%

Top benefits of owning the forestland in the future.				
Overall:		personal use	44%	
		home/legacy	49%	
		it's mine	27%	
		stewardship	25%	
		investment	38%	
		love of land	44%	
			M	F
by Gender:		personal use	52%	36%
		home/legacy	46%	52%
		it's mine	32%	22%
		stewardship	26%	25%
		investment	42%	35%
		love of land	35%	53%
by Age:	<20 years	personal use	72%	
top two benefits		love land/home	39%	
	20-40 years	home/legacy	53%	
		love land/personal use	46%	
	41-60 years	personal use	46%	
		mine	43%	
	61-80 years	home/legacy	67%	
Percent of sibling disagreement:			35%	
Top challenges of owning the forestland in the future.				
Overall:		maintenance $	30%	
		taxes	42%	
		sibling rivalry	9%	
		labor/time	54%	
		lack of knowledge	17%	
		proximity to land	27%	
		encroaching development	22%	
			M	F
by Gender:		maintenance $	27%	32%
		taxes	48%	35%
		sibling rivalry	9%	8%
		labor/time	49%	59%
		lack of knowledge	11%	22%
		proximity to land	22%	32%
		encroaching development	24%	20%

Decision-Making Summary Table *(continued)*

Top challenges of owning the forestland in the future. *(continued)*				
			M	F
by Age & Gender:	<20 years	maintenance $	33%	42%
		taxes	50%	42%
		sibling rivalry	0%	0%
		labor/time	83%	83%
		lack of knowledge	0%	17%
		proximity to land	0%	8%
		encroaching development	0%	8%
	20-40 years	maintenance $	26%	28%
		taxes	51%	38%
		sibling rivalry	12%	8%
		labor/time	52%	61%
		lack of knowledge	8%	28%
		proximity to land	25%	39%
		encroaching development	32%	17%
	41-60 years	maintenance $	27%	36%
		taxes	44%	32%
		sibling rivalry	6%	9%
		labor/time	40%	55%
		lack of knowledge	17%	16%
		proximity to land	21%	27%
		encroaching development	17%	27%
	61-80 years	maintenance $	na	33%
		taxes		0%
		sibling rivalry		33%
		labor/time		0%
		lack of knowledge		0%
		proximity to land		0%
		encroaching development		33%
Top two challenges for owning land.				
by Age:	<20 years	labor/time	83%	
		encroaching development	44%	
	20-40 years	taxes	57%	
		labor/time	44%	
	41-60 years	labor/time	47%	
		taxes	39%	
Percent of sibling disagreement:			38%	
If you owned land, would you….?				
Overall:		keep all as forest	55%	
		keep some as forest	25%	
		purchase more forestland	32%	
		actively manage	65%	
		leave to nature	51%	
			M	F
by Gender:		keep all as forest	56%	54%
		keep some as forest	25%	26%
		purchase more forestland	42%	23%
		actively manage	70%	60%
		leave to nature	47%	54%
Percent of sibling disagreement:			17%	

Do you desire income off the land?				
Overall:			66%	
			M	F
by Gender:		% yes	67%	65%
			M	F
by Age & Gender:	<20 years	% yes	43%	50%
	20-40 years	% yes	67%	68%
	41-60 years	% yes	71%	66%
	61-80 years	% yes	na	33%
Percent of sibling disagreement:			49%	
If income desired, where will it come from?				
Overall:		timber	78%	
		farming/grazing	37%	
		recreation fees	9%	
			M	F
by Gender:		timber	91%	65%
		farming/grazing	31%	43%
		recreation fees	13%	5%
Income will come from timber:				
by Age:		<20 years	78%	
		20-40 years	80%	
		41-60 years	76%	
		61-80 years	100%	
Percent of sibling disagreement:			10%	
What would force you to sell or convert family forest?				
Overall:		need for $	46%	
		medical expenses	18%	
		education	3%	
		taxes	25%	
		maintenance costs	12%	
		developmental pressure	13%	
		siblings disagree	5%	
			M	F
by Gender:		need for $	46%	45%
		medical expenses	20%	16%
		education	2%	3%
		taxes	26%	24%
		maintenance costs	8%	17%
		developmental pressure	12%	14%
		siblings disagree	3%	7%
Percent of sibling disagreement:			61%	

Decision-Making Summary Table *(continued)*

What would force you to sell or convert family forest?			
by Age:	<20 years	need for $	53%
		medical expenses	16%
		education	5%
		taxes	32%
		maintenance costs	21%
		developmental pressure	11%
		siblings disagree	5%
	20-40 years	need for $	51%
		medical expenses	17%
		education	3%
		taxes	28%
		maintenance costs	12%
		developmental pressure	13%
		siblings disagree	4%
	41-60 years	need for $	38%
		medical expenses	21%
		education	2%
		taxes	19%
		maintenance costs	11%
		developmental pressure	13%
		siblings disagree	6%
	61-80 years	need for $	0%
		medical expenses	0%
		education	0%
		taxes	0%
		maintenance costs	0%
		developmental pressure	0%
		siblings disagree	0%

What would force you to sell or convert family forest? *(continued)*			M	F
by Age & Gender:	<20 years	need for $	43%	58%
		medical expenses	14%	17%
		education	0%	8%
		taxes	43%	25%
		maintenance costs	14%	25%
		developmental pressure	14%	8%
		siblings disagree	14%	0%
	20-40 years	need for $	54%	48%
		medical expenses	24%	10%
		education	4%	1%
		taxes	31%	25%
		maintenance costs	9%	15%
		developmental pressure	15%	11%
		siblings disagree	3%	6%
	41-60 years	need for $	36%	41%
		medical expenses	16%	27%
		education	0%	5%
		taxes	16%	23%
		maintenance costs	5%	18%
		developmental pressure	7%	20%
		siblings disagree	2%	11%
Percent of sibling disagreement:			61%	

What is very or most important to help maintain family forestland?			
Overall: % rated very or most important		tax relief	60%
		$ for ecosystem services	54%
		$ for biomass	32%
		steady timber prices	33%
		fewer regulations	30%
		more technical assistance	34%
		spouses agree	79%
		siblings agree	83%
		kids agree	86%
			M	F
by Gender: % rated very or most important		tax relief	57%	62%
		$ for ecosystem services	49%	59%
		$ for biomass	28%	37%
		steady timber prices	33%	34%
		fewer regulations	27%	33%
		more technical assistance	26%	41%
		spouses agree	74%	84%
		siblings agree	76%	90%
		kids agree	85%	87%

Decision-Making Summary Table *(continued)*

What is very or most important to help maintain family forestland?			
by Age:	<20 years	tax relief	42%
% rated very or		$ for ecosystem services	42%
most important		$ for biomass	21%
		steady timber prices	42%
		fewer regulations	42%
		more technical assistance	37%
		spouses agree	100%
		siblings agree	80%
		kids agree	100%
	20-40 years	tax relief	55%
		$ for ecosystem services	51%
		$ for biomass	34%
		steady timber prices	32%
		fewer regulations	25%
		more technical assistance	32%
		spouses agree	79%
		siblings agree	88%
		kids agree	91%
	41-60 years	tax relief	69%
		$ for ecosystem services	60%
		$ for biomass	33%
		steady timber prices	34%
		fewer regulations	34%
		more technical assistance	35%
		spouses agree	79%
		siblings agree	77%
		kids agree	80%
	61-80 years	tax relief	100%
		$ for ecosystem services	100%
		$ for biomass	0%
		steady timber prices	0%
		fewer regulations	0%
		more technical assistance	33%
		spouses agree	50%
		siblings agree	67%
		kids agree	67%
Percent of sibling disagreement:			
		tax relief	39%
		$ for ecosystem services	36%
		$ for biomass	47%
		steady timber prices	52%
		spouses agree	26%
		siblings agree	30%
		kids agree	31%

What trumps what if only one choice?				
Overall:		tax relief	15%	
		spouses agree	21%	
		siblings agree	43%	
		kids agree	30%	
			M	F
by Gender:		tax relief	15%	14%
		spouses agree	20%	22%
		siblings agree	44%	41%
		kids agree	33%	27%
by Age:	<20 years	tax relief	0%	
		spouses agree	43%	
		siblings agree	60%	
		kids agree	0%	
	20-40 years	tax relief	15%	
		spouses agree	18%	
		siblings agree	48%	
		kids agree	32%	
	41-60 years	tax relief	17%	
		spouses agree	23%	
		siblings agree	32%	
		kids agree	29%	
	61-80 years	tax relief	0%	
		spouses agree	50%	
		siblings agree	33%	
		kids agree	37%	
Percent of sibling disagreement:			61%	

Exhibit B

2007 Pennsylvania Offspring Study: Sibling Disagreement Overview (n= 72 families)	**% of families with multiple children who disagreed**
Demographics:	
Acres of forestlands owned by the family	24%
Number of years forestland owned by the family	28%
Family forests: how obtained?	6%
Family forests: how currently owned?	26%
Forestland located within 25 miles of urban /rural setting?	56%
Affiliations:	
Are parents members of organizations?	17%
If yes, which types of organizations (environmental and/or forestry)?	5%
Perceptions:	
Reasons that family owns the forestlands	28%
Most valuable characteristics of family forestlands?	44%
Land prices around family forestlands in last 5 years (increased/decreased/same)?	14%
Property taxes around family forestlands in last 5 years (increased/decreased/same)?	8%
Real estate development around family forestlands in last 5 years(increased/decreased/same)?	23%
Amount of forestland around family forests in last 5 years (increased/decreased/same)?	38%
Local economy around family forestlands in last 5 years (increased/decreased/same)?	39%
Forest Management:	
Involved in management of forestland?	43%
If not involved would you like to be?	56%
Are siblings involved in management of the family forest?	50%
Parents discuss future plans for family forests with offspring?	22%
What do parents manage family forests for?	26%
Are family forests in Clean and Green program?	13%
Are offspring satisfied with management of family forests?	8%
Do parents have to deal with challenges in managing the family forests?	61%
Have parents made sacrifices in order to maintain the family forestlands?	28%

2007 Pennsylvania Offspring Study: Sibling Disagreement Overview (n= 72 families)	**% of families with multiple children who disagreed**
Decision-Making:	
What will happen to land at time of transfer?	13%
How will land be transferred?	33%
Offspring interested in owning the land?	36%
Reasons for offspring owning the family lands?	26%
If married, offspring discussed ownership with spouse?	24%
Have discussed future of land with siblings?	43%
Top benefits to owning the land?	35%
Top challenges to owning the land?	38%
Desire income off the land?	49%
If yes, where will income come from?	10%
What would force offspring to sell their land?	61%
What's most or very important to help you maintain family forests? (*financial tools*): *Tax relief*	39%
Payment for ecosystem services	36%
$ for biomass	47%
Steady Timber Prices	52%
Fewer regulations	40%
More technical assistance	46%
What's most or very important to help maintain family forestlands? (*social tools*): *Spouses agree*	26%
Siblings agree	30%
Kids agree	31%
What trumps what if only one choice?	61%

Exhibit C

2007 Pennsylvania Offspring Study: Forest Management

Sensitivity Analysis Overview

(for detailed analysis, see Sensitivity Summary document in WI Baseline Data - Forest Management data folder)

(1) Forest size ***acreage***: *<100 acres or >100 acres*
(2) How parents ***acquired*** forestlands: *inherited "**I**" or purchased "**P**"*
(3) Offspring were ***raised*** on the family forest: *yes or no*
(4) Family forests were part of the ***C&G*** program: *yes or no*
(5) Offspring were ***members*** of forestry and/or environmental associations: *yes or no*

(Where response noted = 15% point spread between counter answer)	**(1) Acreage**	**(2) Acquired**	**(3) Raised**	**(4) C&G**	**(5) Member**
16. Involved in management of forestland?					
yes					**yes**
no					**no**
2. If involved in what capacity?					
decision making		**P**			**yes**
discussion only		**I**			
labor	**<100**	**I**			
3. If not involved would you like to be?					
yes			**yes**		
4. If want to be involved what prevents?					
it's not mine		**I**			**yes**
proximity to land		**P**	**no**		**no**
no time					**no**
5. Are siblings involved in management of the family forest?					
yes		**P**		**no**	
6. Parents discuss future plans for family forests with offspring?			**no**		
7. What do parents manage family forests for?					
fish/wildlife	*No significant differences noted*				
personal use	*No significant differences noted*				
income	**>100**				**yes**
8. Are family forests in C&G program?	No sensitivity analysis conducted for this question				
9. If in C&G, familiar with obligations?	No sensitivity analysis conducted for this question				
10. Do parents have written management plan?				**yes**	**yes**
11. Are offspring satisfied with management of family forests?	No sensitivity analysis conducted for this question				
12. Do parents have to deal with challenges in managing the family forests?	*No significant differences noted*				
13. If yes, what types of challenges do parents deal with?					
labor/maintenance				**yes**	
taxes	*No significant differences noted*				
development pressures					**yes**
14. Are you aware of program/associations to help manage the family forests?					**yes**

2007 Pennsylvania Offspring Study: Forest Management *(continued)*

Sensitivity Analysis Overview

(1) Forest size ***acreage***: *<100 acres or >100 acres*
(2) How parents ***acquired*** forestlands: *inherited "**I**" or purchased "**P**"*
(3) Offspring were ***raised*** on the family forest: *yes or no*
(4) Family forests were part of the ***C&G*** program: *yes or no*
(5) Offspring were ***members*** of forestry and/or environmental associations: *yes or no*

(Where response noted = 15% point spread between counter answer)	**(1) Acreage**	**(2) Acquired**	**(3) Raised**	**(4) C&G**	**(5) Member**
15. If yes, which program/associations? *university/extension*	*No significant differences noted*				
state forestry association		**P**			
consulting forester		**P**			
16. Have parents consulted with program/associations?					**yes**
17. Which programs/assoc. have parents consulted with? *university/extension*	**>100**	**I**	**no**		
consulting forester		**P**			
state forestry assoc.					**yes**
18. Have offspring consulted with programs/associations?					**yes**
19. If yes, what programs/associations? *university/extension*			**no**	**no**	**no**
state forestry association		**P**			**yes**
consulting forester	**<100**				**yes**

2007 Pennsylvania Offspring Study: Decision-Making

Sensitivity Analysis Overview

(for detailed analysis, see Sensitivity Summary document in WI Baseline Data – Decision Making data folder)

(1) Forest size ***acreage***: *<100 acres or >100 acres*
(2) How parents ***acquired*** forestlands: *inherited "**I**" or purchased "**P**"*
(3) Offspring were ***raised*** on the family forest: *yes or no*
(4) Family forests were part of the ***C&G*** program: *yes or no*
(5) Offspring were ***members*** of forestry and/or environmental associations: *yes or no*

(Where response noted = 15% point spread between counter answer)	**(1) Acreage**	**(2) Acquired**	**(3) Raised**	**(4) C&G**	**(5) Member**
1. What will happen to land at time of transfer?	*No significant differences noted*				
2. How will land be transferred?	**>100**				
joint offspring ownership					
joint ownership: other family	*No significant differences noted*				
3. If land to be sold, to whom?		**P**	**yes**	**yes**	**yes**
offspring/family					
non-family		**I**		**no**	
4. Offspring interested in owning the land?	*No significant differences noted*				
5. Reasons for offspring owning the family lands?		**I**			
home/legacy					
love of land		**P**			
6. If married, offspring discussed ownership with spouse? *yes*	*No significant differences noted*				
7. *Husband* would agree to sell all or some, or own all?		**I**			
own all forests					
sell all forests	*No significant differences noted*				
sell some forests				**yes**	
8. *Wife* would agree to sell all or some, or own all?	*No significant differences noted*				
own all forests					
sell all forests			**no**		
sell some forests	**>100**				**no**
9. Have discussed future of land with siblings?				**yes**	**yes**
yes					
10. *Brothers* would agree to sell all or some, or own all?	*No significant differences noted*				
own all forests					
sell all forests				**yes**	
sell some forests	**>100**		**yes**		
10. *Sisters* would agree to sell all or some, or own all?				**no**	
own all forests					
sell all forests			**no**		
sell some forests		**P**			

2007 Pennsylvania Offspring Study: Decision-Making *(continued)*

Sensitivity Analysis Summary

(for detailed analysis, see Sensitivity Summary document in WI Baseline Data – Decision Making data folder)

(1) Forest size ***acreage***: *<100 acres or >100 acres*
(2) How parents ***acquired*** forestlands: *inherited "**I**" or purchased "**P**"*
(3) Offspring were ***raised*** on the family forest: *yes or no*
(4) Family forests were part of the ***C&G*** program: *yes or no*
(5) Offspring were ***members*** of forestry and/or environmental associations: *yes or no*

(Where response noted = 15% point spread between counter answer)	**(1) Acreage**	**(2) Acquired**	**(3) Raised**	**(4) C&G**	**(5) Member**
12. Top benefits to owning the land?	*No significant differences noted*				
personal use				**yes**	
love of land		**I**		**no**	
home/legacy					**yes**
stewardship					
13. Top challenges to owning the land?					
labor/time			**yes**		
taxes			**yes**		
proximity to land			**no**		
14. Desire income off the land?					
yes	**>100**				
15. If yes, where will income come from?					
timber					**yes**
farming/grazing	**>100**		**yes**		**no**
16. What would force offspring to sell their land?	*No significant differences noted*				
17. What's most or very important to help you maintain family forests? (*financial tools*)					
tax relief				**yes**	
$ for ecosystem services					**yes**
18. What's most or very important to help maintain family forestlands? (*social tools*)					
spouses agree			**yes**		
kids agree				**no**	

Exhibit D

Pennsylvania Offspring Study 2007

Detailed Results Summary
of
Survey Responses

September 2008

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Pennsylvania Offspring Study 2007

Detailed Results Summary

September 2008

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Detailed Results Summary of Survey Responses:

Demographics: *(see "demographics" data folder for complete baseline and sibling agree/disagree results)*

- ***Offspring gender?***

A total of 260 interviews with children of family forest landowners in Pennsylvania were completed, with 50% males (n=129) and 50% females (n=131).

- ***Offspring age?***

Four age brackets were used for this study analysis:

- Offspring **<20 years** of age represented 7% (n=19) of all interviews conducted. 37% were males (n= 7) and 63 % were females (n=12). No offspring aged 15 years or younger were interviewed for this survey.

- Offspring **20-40 years** of age represented 53% (n=138) of all interviews conducted. 49% were male (n=67) and 51% were female (n=71).

- Offspring **41-60 years** of age represented 38% (n=100) of interviews. 55% were male (n=55) and 45% were female (n=45).

- Offspring **61-80 years** of age represented 1% (n=3) of all interviews conducted, all females (100%). *Note: although we show the response breakouts for this age class in all our tables and charts, we reference responses from this age class only a few times in the text write-up where we thought it appropriate even with the small number.*

- ***Forest acres owned by family?***

- 3% of all offspring did not know how many acres of forestland their parents owned.

- Most offspring in the survey believed their parents owned between 10 – 500 acres of forestland (89%). Less than 1% of offspring had parents who owned <10 acres of forestland (n=2); 20% had parents who owned between 10-49 acres; another 23% had parents who owned between 50-99 acres; 46% had parents who owned between 100-499 acres; 7% had parents that owned between 500-999 acres; and 2% had parents who owned 1000 acres or more.

- Interestingly, families with multiple children who were interviewed in this study did not always agree: 24% of families had siblings who disagreed how much forestland their parents owned.

- ***Age of parents?***

  38% of offspring interviewed had at least one parent aged 41-60 years; 59% had one or both parents aged between 61-80 years, and 11% had a parent over 80 years. No offspring interviewed had parents under 41 years old.

- ***Number of years forestland owned by family?***

  - Forestlands had been in the family for a wide array of time: overall, 34% of offspring said the land had been owned by the family for over 50 years, 32% thought between 31-50 years, 28% for 10-30 years, and 10% of the offspring said the land had been in their family less than 10 years.

  - Age of offspring had a bearing on these results. The majority of offspring <20 years old had forestlands in their family for less than 30 years (89%). Offspring 20-40 years of age were more evenly divided, having land in their family for 10-30 years (34%), 31-50 years (30%), and >50 years (27%). Almost half of the older offspring (49%) had had the land in their family for over 50 years, with 38% having it 31-50 years.

- ***Were family forests inherited or purchased?***

  Seventy-eight percent (78%) of offspring stated their forestlands were purchased by their parents rather than inherited, and of those, 79% thought that at least part of the land had been purchased from someone outside the family and 27% from other family members.

- ***How is the land currently owned?***

  - 59% of offspring stated that both parents own the family forestlands jointly. 13% stated that their mother owned the lands, and another 13% said their father was sole owner. Partnerships and Trusts accounted for 5% and 4%, respectively. Occasionally these categories may overlap (e.g. the two parents hold the lands in a trust), but only one answer was officially recorded, so responses were not double counted. Only 1% stated that their parent(s) and another family member jointly owned the family forestlands.

  - 26% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question.

- ***Are family forests located within 25 miles of an urban (population of +500) or rural area?***

  - 50% of offspring said their family forestlands were located in primarily rural areas; 17% stated the land was close to an urban area, and 33% said both.

  - Interestingly, there was a high rate of sibling disagreement on this question (56%).

- ***Were offspring raised on the family forestland?***

  60% of offspring said they were not raised on the family forestlands; 40% said they were.

- ***Do offspring currently live on the family forestland?***

  Only 15% of offspring stated they currently live on the family forestland.

- ***Do offspring live within 25 miles of the family forest?***

  Of the offspring who did not live on the family forestland, 27% lived within 25 miles of the land, and 73% lived farther away.

- ***Do offspring currently live in Pennsylvania?***

  65% of the offspring interviewed for this survey do live in the state of Pennsylvania, and 35% live in elsewhere.

- ***If offspring don't live on the family forestland, how often do you visit?***

  For this question, we valued visits at three times or more per year as "*often*"; one to two visits per year as "*seldom*"; and zero visits as "*never*". Out of the 171 offspring who do not live on the land, 72% said they visited it *often*, 25% said *seldom*, and only 3% said they *never* visited the land. This finding was generally true for both males and females. Female offspring over 41 years old visited the land less often than their male and younger counterparts.

- ***If offspring don't live on the land now, do they plan to in the future?***

  - Overall, 48% of Pennsylvania offspring who currently do not live on the family forest believe they will not in the future; 28% were not certain of their future plans. But 25% (both male and female) indicated they did plan to live on the family forestland in the future.

  - The percentage of offspring not living on the land who planned to live on the land in the future was 27% for all offspring under 40 years old, dropping to 22% for 41-60 year olds, and 0% for those over 61 years. For females, there was steady decline with age group, while 20-40 year old males were most likely to plan to live on the land (31%). Older offspring may be more settled in their current locations and less willing to move back or retire on the forestland.

- ***Are offspring married?***

  62% of all offspring interviewed for this study stated they were married.

- ***Do offspring have children?***

  58% of all offspring stated they had children of their own.

- ***What is the occupation of Pennsylvania offspring?***

  - Overall, 58% of offspring held jobs that would be classified as professional (white collar) jobs, and was similar for males and females. Males were more likely to hold non-professional jobs (30% compared to 19% for females), and females were more likely to be students (18% compared to 12% for males), perhaps because more females in the <20 year age bracket were interviewed.

  - When age of offspring was factored in, about 8% more females held professional jobs than their male counterparts in the same age bracket between 20 and 60.

- ***What is the annual household income of offspring?***

  - 42% of all Pennsylvania offspring interviewed for this study had household incomes of $51,000 to $100,000 per year; 27% had annual household incomes of >$100,000; and 14% earned between $31,000 and $50,000.

  - More of the females (12%) in the survey said they were in the <$30,000 annual household income bracket than males (5%). Differences between the genders were minimal in all other household income ranges.

  - As might be expected, the older the offspring, the higher percentage of respondents stated their households earned over $100,000, and the fewer stated they earned less than $50,000 annually. The <20 age group was not much lower than the 20-40 age group, probably because many still lived with their parents.

- ***Do offspring have siblings?***

  - Overall 94% of offspring interviewed for this survey had siblings; 92% of male offspring and 95% of female offspring.

  - While many interviews were conducted with only one offspring within a family, interviews were also conducted with multiple siblings in the same family. Overall 72 families had multiple children who were interviewed (181 people). This allows for a baseline (n=72) to be established in order to evaluate areas of agreement/disagreement between siblings within the same family.

Affiliations: *(see "affiliations" data folder for complete baseline and sibling agree/disagree results)*

- ***Are you a member of any environmental and/or forestry organizations?***

  - Overall, 31% of Pennsylvania offspring interviewed for this survey belonged to a forestry and/or environmental organization. Male offspring at 36% were slightly more likely to be involved than their female counterparts at 26%.

  - If involved in an organization, Pennsylvania offspring were more likely to be involved with an environmental organization (72%) than a forestry organization (38%). Women were more likely than men to be members of an environmental organization (women: 79%, men: 66%), and less likely to be members of a forestry organization (women: 26%, men: 47%).

  - Each increase in age category had a higher percentage of people as members, and, of those members, a higher proportion had environmental organization membership. (<20 years: 11% members, 50% of those had membership in an environmental group; 20-40 years: 30% members, 61% of those included environmental; 41-60 years: 38% members, 84% of those included environmental.) No offspring over 60 years held memberships.

  - Women were less likely to be members of forestry groups than men (20-40 years: women 24%, men 46%; 41-60 years: women 31%, men 50%). Women 20-40 years old were more likely to be members of an environmental group than their male counterparts (76% vs. 50%, respectively). Men and women between 41-60 were about equally likely to belong to environmental groups.

- ***Are your parents a member of any environmental and/or forestry organizations?***

  - 63% of Pennsylvania offspring interviewed stated that their parents were members of environmental or forestry organizations. But, unlike their children, the parents were more likely to belong to forestry organizations (70%) compared to environmental organizations (43%). More men believed their parents were member of forestry organizations (76%) than women (63%). Only female offspring <20 years old believed their parents belonged to environmental organizations as much as forestry organizations (60% each).

  - 17% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. Out of the families in which all siblings agreed that their parents were members, only 5% disagreed on which type of organization they belonged to.

- ***Are your siblings members of any environmental and/or forestry organizations?***

  Only 21% of Pennsylvania offspring thought their siblings belonged to any environmental or forestry organizations, with no difference between females and males. Offspring thought their siblings belonged to more environmental organizations (63%) than forestry organizations (37%), and gender did not alter this finding.

- ***Do you donate money on an annual basis to any organizations or causes?***

  - Overall, 77% of offspring donated money to organizations on an annual basis. People in older age brackets were more likely to donate money, with 89% donating in the 41-60 bracket, followed by the 21-40 bracket (72%), and the <20 bracket (53%). Between 20-60 years, more females donated than males.

  - In every age bracket and both genders, offspring donated to the *church* more than any other category (58% overall). After *church*, offspring 41-60 years old donated money to *health* (39%), followed by *education*, *environment*, and *children* organizations (all about 33%); offspring 20-40 years old donated to *children* and *health* organizations (~30%), and offspring <20 years gave to *health* and *educational* organizations (each 38%).

  - Women were slightly more likely to donate to *education*, *health* and *children* organizations than men.

Perceptions: ***(see "perceptions" data folder for complete baseline and sibling agree/disagree results)***

- ***Reasons why your family currently owns the forest?***

  Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into five key groupings: *home/family legacy; it's mine; investment/timber; love of land/wildlife/scenery; personal use/recreation; and stewardship of the land*.

  - According to offspring overall, reasons for the family currently owning the forestland had less to do with *investment* or *income* generated from timber sales (25%), and more to do with the *family legacy* or *home* aspects of the land (65%). Slightly over 1/3 of offspring stated *love of land* or *personal use* as reasons their parents owned the land, while only 22% stated *stewardship*. These rankings were similar for males and females, except men were more likely to state *personal use* as a reason (41% vs. 30% for women), and women were more likely to state *love of land* (38% vs. 31% for men). Both genders ranked stewardship at the bottom of the scale.

  - *Home/legacy* was the most commonly stated reason why the family owns forestland for 20-60 year olds, while offspring <20 years old stated *personal use* slightly more often. *Love of land/wildlife/scenery* and *personal use* were next most commonly stated by about 38% of 20-40 year olds, while *love of land/wildlife/scenery*, *personal use*, and *investment* were tied for second for offspring over 40. *Timber/investment* was stated by 26% of offspring between 20-60. *Personal use* became less of a reason as offspring age increased.

  - 28% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. (Note: siblings were in agreement if <u>all siblings</u> identified at least one of the same reasons given for the family currently owning the forestland.)

- ***What are the most valuable characteristics of the forest?***

  Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into five key groupings: *home/family legacy; it's mine; investment/timber; love of land/wildlife/scenery; personal use/recreation; and stewardship of the land*.

  - The prior question attempts to address why offspring think their parents make the decision to own their family forest. This question evaluates what offspring themselves view as the most valuable characteristics of their family forests.

  - *Love of land* appeared to be the top-ranked value for offspring overall (61%), followed by *home*/*legacy* (35%), both favored about 9% more by females than males. Men favored *personal use* more than women (34% to 21%).

  - All age groups named *love of land* as a top value, with a higher percentage of 41-60 year olds (70%) naming it than 20-40 year olds (55%) or those <20 years (53%). *Love of land* ranked second to *personal use* (58%) for those <20 years old. The three offspring over 60 surveyed equally cited *love of land, personal use, investment, and legacy* as the most valuable characteristics of the forestland.

  - In the middle two age brackets, i*ncome generation/investment* was stated least often by both male and female offspring except for males between 41-60 years, who ranked it just slightly above *stewardship*.

- ***Have you observed any changes around your forest during the last 5 years?***

  - Overall, Pennsylvania offspring stated that within the last five years they had noted the following changes in the land and landscape surrounding their family forestland: increased population (56%), increased land prices (69%), increased property taxes (53%), and increased real estate development (62%). These perceived increases reflect views of both male and female offspring, although a higher percentage of men than women saw increases for the first three. Offspring also thought the amount of forestland surrounding their family forests had remained about the same (56%), and the condition of the local economy had also remained about the same (53%).

  - Siblings within the same family were generally in agreement in their perceptions regarding changes in *property taxes*, *land prices*, and *real estate development*. They were in more disagreement in observations regarding changes in population (38% disagreed), the amount of forestland (38% disagreed), and the local economy (39% disagreed).

- ***Will any of these external observations influence your decision to own the forestland?***

  40% of Pennsylvania offspring stated that external conditions (population, taxes, development, and local economic trends) would influence their decision to maintain the forestland. Of people who said they would be influenced, 73% overall would be more resolved to keep the land undeveloped or forested, while 21% stated they would be encouraged to sell the land. Women (46%) were more likely to say external events would influence them than men (34%), and more women than men would be influenced to sell the land rather than keep it (28% vs. 11% respectively).

➢ ***Do you know of any plans to subdivide land near your family forest?***

73% of offspring stated they knew of no plans to subdivide land surrounding their family forestland. The numbers were about the same for men and women.

➢ ***What are the current land uses surrounding your family forestlands?***

Both male and female offspring agreed on land uses surrounding their family's forestland, with *farms* being most common (77% overall), followed by *forests* (70%), *residential/commercial* uses (57%), *open space* (17%), and *mining or stone quarries* (11%). Males and females had similar perceptions, except more men thought the surrounding land was forested (75%) than women (65%).

Forest Management Involvement: *(see "forest mgmt" data folder for complete baseline and sibling agree/disagree results)*

➢ ***Are you involved in the management of your forestlands?***

- While less than half (47%) of all Pennsylvania offspring interviewed for this survey said they were involved in the management of the family forest, male offspring were more likely to be involved than female offspring (56% vs. 37% respectively).
- Offspring's involvement was not affected by age.
- More members of forestry or environmental groups (62%) said they were involved in management of their parents' land than non-members (40%). Offspring of parents with purchased land (51%) were more likely to be involved in management than those with inherited land (37%).
- 43% of families with multiple siblings who were interviewed for this survey had some siblings who claimed they were involved in management of the family forests and other siblings who were not. In more than a third of families (38%) no siblings claimed to be involved, and 19% had siblings who were all involved in forest management.

➢ ***If you are involved, in what capacity?***

- Overall 49% of offspring said they were in a *decision-making* capacity if they were involved in the management of the family forest, and 53% said they were in a *discussion-only* role. 53% also said they were involved in providing hands-on help with the management of the family forest (working in the field with parent to thin, prune, etc.). Out of the involved offspring, males were more likely to say they had a *decision-making* role (53% vs. 43% for females), and females were more likely to state they were in a *discussion-only* role (63% vs. 46% for males). There was little difference between genders in the amount of "sweat equity."

- Younger offspring were more likely to be involved in the labor aspect of forest management, while the older age groups were more likely to be involved in discussion and decision-making.

- When viewed by gender and age, a higher percentage of male offspring between 20-40 years old were involved in management (60%) than 20-40 year olds (49%). Both age groups claimed to have diverse roles if they were involved, with just over 50% participating in *decision-making* and *labor*, and 43% of 20-40 year olds and 59% of 41-60 year old males in a *discussion* role. Female participation remained fairly steady with age, but as females got older, they increased in *decision-making* and decreased in *discussion-only* and *labor*.

- More members of forestry or environmental groups than non-members said they were involved in *decision-making* (66% vs. 37%, respectively), but did not differ in participation in the other two roles. Offspring of parents who had inherited the land were more likely to be in *discussion-only* (85%) and *labor* (65%) roles than *decision-making* (30%); offspring of parents with purchased land did not differ as much between groups, but were more likely than "inherited" to be involved in *decision-making* (54%), and less likely to say they were *discussion-only* (46%) or *labor* (50%).

➢ ***If you are involved, when did involvement begin?***

- Many offspring began their involvement in the management of the family forest as adults (38%) or teenagers (39%), and 22% were less than 10 years old.

- 44% of the males in the study began involvement in forest management in their teen years, while females were more likely to begin involvement as adults (41%), although more females had helped out at less than 10 years than males had (27% vs. 19%).

- Age of initial involvement was lower for offspring who had been raised on the land or whose parents had inherited rather than purchased the land. Both of these groups were probably exposed to forest management activities at a younger age than their counterparts.

➢ ***If not involved, would you like to be?***

- 59% of offspring who were currently not involved in the management of the family forests wanted to be. More male offspring (66%) wanted to be involved in the forest management than females 54%).

- Age of offspring had a bearing on this question. Offspring in the 20-40 year age group were most likely to want to become involved in forest management, with 74% of the men and 59% of the women desiring it. The majority of men between 41-60 still desired to get involved (59%), while fewer women desired it (44%). 44% of offspring <20 years wanted to become involved.

- Offspring who had been raised on the forestland (68%) and offspring whose parents' land was in the Clean and Green program (61%) were more likely to wish they were involved than their counterparts (53% and 50%, respectively).

- 56% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. This find may be important, as the majority of offspring plan to jointly inherit the family forest with their siblings (see decision section below). But split

involvement (some children involved; others are not) may set the foundation for sibling disputes at the time of land transfer.

- ***If you want to be involved, what prevents you from becoming involved?***

  Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into five key groupings: *proximity to land, it's not mine, lack of knowledge, no time, and no management really needed*.

  - The biggest reasons for lack of involvement are the sentiment that *it's not mine* to manage yet (48%) and *proximity* to the forest (46%). More males stated *it's not mine* (56%), while females were more likely to state *proximity* (47%) as a reason. As long as parents still own the land or offspring live too far away, offspring involvement in management will be limited. *No time* was cited by 20% of respondents.

  - Results did not differ much by age, except that three of four offspring <20 years old stated that *lack of time* was a primary reason for non-involvement, while *proximity* and *it's not mine* each got one vote.

  - As might be expected, more offspring not raised on the forestland (56%) than raised there (33%) stated *proximity* as an obstacle preventing them from becoming involved in management. Non-members were more likely to state *proximity* as well (51% vs. 25% for members), while members stated *it's not mine* most often (63% vs. 44% of non-members). *It's not mine* was also more of a factor for offspring of parents with inherited land (60%) than purchased land (44%).

- ***Are your children involved in the management of the family forests?***

  - Of the offspring with children of their own, 91% of stated their children were <u>not</u> involved in the management of the family forest, including 90% of males and 93% of females. Only 9% of children were involved for both 20-40 and 41-60 year olds. The 3 women in the 61-80 year group said none of their own offspring were involved.

  - None of the offspring who thought their parents' land was <u>not</u> in the Clean and Green program said their own children were involved in management, while 16% of "listed" offspring did.

  - When children were involved in forest management, children were most likely to be involved in *discussion* (77%) or a "hands-on" *labor* role (62%), working with parents and grandparents to thin, prune, etc.

- ***Are your siblings involved in the management of the family forests?***

  - Overall 42% of all offspring stated their siblings were involved, including 38% of males and 46% of females. For some reason, fewer Clean and Green offspring (35%) said their siblings were involved in managing the family forests than offspring with non-listed lands (56%). Offspring of parents with inherited lands were also less likely to have involved siblings (30% compared to 45% for "purchased").

- Half (50%) of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. This result may indicate that in many families there are some siblings more involved in managing the family forest than others, and underscores the need for cooperation between siblings with regard to the future of the forest.

➢ ***Have your parents discussed the future of the family forests with you?***

- 75% of all offspring stated their parents had discussed the future of the family forests with them. There was little difference between males (77%) and females (73%).

- Discussions with parents about forestlands appear to be age related. For men, the older age groups were more likely to have discussed the future of the lands with their parents than younger age groups, with 85% of males 41-60 years old having had such discussions. Women varied more, but 41-60 year olds were still more likely to have had such conversations than 20-40 year olds.

- Women <20 years old were more likely to say their parents had discussed the future of the forestlands with them than men for the same age bracket (83% vs. 29% respectively); men 20-40 were more likely to have had such discussions (75% vs. 65%); the 41-60 age group did not differ between the genders.

- Offspring raised on the forestland (63%) were less likely to have had discussions about the forest than offspring who had not been raised on the land (82%). Of note is that several of the lands where kids had been raised in Pennsylvania contained farm as well as forestland, so the forested part of it may have been taken for granted. More members of forestry or environmental groups and offspring of parents with inherited land (~84% for both) had discussed the land with their parents than their counterparts (71%).

- 22% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. Some parents may selectively communicate with only some of their offspring with regard to the future of the family forest.

➢ ***What do the parents manage the lands for?***

Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into seven key groupings: *personal use; scenery; soil improvement; water improvement; income; stewardship; fish/wildlife.*

- Overall, more offspring believed their parents manage the family forests for *stewardship* (45%), *fish/wildlife* (43%), *income* (40%), and/or *personal use* (40%) than for other reasons. These rankings did not change significantly with gender or age.

- Offspring of landowners with ≥100 acres stated their parents managed for *income* most often (47% vs. 28% of <100 acres), as did offspring who were members of organizations (51% vs. 34% for non-members), offspring of small landowners stated their parents managed the land for *fish or wildlife* more often (50% vs. 39% for ≥100 acres). *Stewardship* was in close second place for both groups. Offspring raised on the land were more likely to say their parents managed for scenery (23% vs. 13% of those not raised on land).

- Members of forestry or environmental groups said their parents managed for *income* and *fish/wildlife* most often (51% each), while non-members stated *stewardship* and *personal use* most often (44% and 41%, respectively). Listing in the Clean and Green program did not seem to make much difference, except the fourth choice for both groups, *personal use*, was stated more by "listed" offspring than "not listed (39% and 29%, respectively)."

➢ ***Are the family forestlands in the state's Clean and Green program?***

- 42% of all offspring did not know whether their family forests were enlisted in the state's Clean and Green program, with no difference in gender. 35% of all offspring said their parents' forests were listed in the C&G program, and 22% said they were not.

- If offspring stated their family forests were enlisted in the C&G program, knowledge of the obligations of the program increased with age. No offspring <20 years old, 71% of 20-40 year olds, and 82% of 41-60 year olds knew the obligations.

- The increased knowledge of C&G obligations with age held true for both genders, although men were more likely to know them than women in the same age class (20-40 year olds: 89% of men knew vs. 57% of women; 41-60 year olds: 86% of men knew vs. 74% of women).

➢ ***If no on C & G program, do parents get a tax break for owning the forestland?***

- Overall, offspring either didn't know (59%), or thought their parents did not get any kind of tax break (32%) for owning the forestland if the lands were not enlisted in the state's C&G program.

- Females were more likely to state that they didn't know if their parents were getting a tax break (65% vs. 54% for males.)

➢ ***Do parents have a written management plan?***

- 30% of offspring thought that their parents had a written management plan for their forestlands, with males and females about the same. Another 30% of the offspring stated they did not know whether there was a written plan, with females being more likely to not know (34%) than the males (27%).

- Offspring who thought their parents' lands were in the Clean and Green program and members of forestry or environmental organizations were most likely to say that their parents had written forest management plans (≥ 40% for each). There was at least a 17% differential between these groups and their counterparts.

- 25% of families with multiple children interviewed for this survey had siblings who disagreed with each other on this question.

➢ ***Are you satisfied with the management of the family forests?***

Pennsylvania offspring overwhelmingly believed their parents were doing a good job of managing the family forests, with 95% saying they were satisfied with current management. There was no difference in satisfaction between any of the subgroups.

- ***Have you observed any challenges your parents have had to deal with in the management of the family forests?***

  Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into six key groupings: *taxes; maintenance costs; regulations; development pressures; lack of time; and labor to maintain*.

  - Overall, less than half (48%) of offspring stated that their parents had to deal with challenges in owning and maintaining the family forests. Slightly fewer males believed their parents faced challenges (45%) than females (51%).

  - More offspring whose parents had inherited land, more members of forestry or environmental groups, and more offspring of larger landowners saw their parents dealing with challenges than their counterparts. Interestingly, more offspring who claimed to know whether or not their parents' land was in the Clean and Green program said their parents had challenges than those who didn't know.

  - *Labor to maintain* the family forest was the top challenge offspring thought their parents had, cited by 51% of those surveyed. For females, *lack of time* was the next most often cited challenge (25%), while for males it was *taxes* (27%).

  - For offspring aged 20-40 years old, *labor to maintain* was cited as a challenge far more often than any other category (females 59%; males 50%). Women were more likely to name *developmental pressures* (22% vs. 13% for males) and *lack of time* (28% vs. 18%) as challenges than their male counterparts, and males were more likely to name *taxes* (24% vs. 19% for females).

  - Offspring aged 41-60 years also stated *labor to maintain* most often (44% males, 50% females). Males were more likely than females to name *taxes* (31% vs. 12%). Although ~25% of both genders in this age group cited *developmental pressures*, for women it ranked higher than *taxes*.

  - The only challenge that varied between subgroups was *developmental pressures*, with more members citing it (29%) than non-members (12%). Similarly, offspring of smaller landowners and of parents with inherited land were more likely to state *developmental pressures* were a challenge, with a difference of ~11% from their counterparts.

  - 61% of families with multiple children interviewed for this survey had siblings who disagreed with each other on whether their parents faced challenges. If offspring don't agree about how challenging managing forestland is, they may not be ready for the actual challenges they will see if they inherit the land together.

- ***Have you observed any sacrifices your parents have had to make as a result of owning the family forest?***

- When asked whether parents had to make sacrifices to own and maintain the family forest, 75% of all offspring said no. Younger females were more likely to think their parents had made sacrifices than young males (< 20 years: 42% to 14%, respectively; 20-40 years: 33% to 24%, respectively).

- More offspring who had been raised on the land and members of forestry or environmental groups thought their parents had made sacrifices than their counterparts (10-12% difference).

➢ ***Are you aware of any association/programs to help you manage the family forests?***

Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into seven key groupings: *university/extension; consulting forester; state forestry association; national associations; Pennsylvania DNR; environmental organizations; and industry organizations.*

- Overall, 53% of offspring said they were aware of associations/programs that could help them to manage the family forests. 62% of male offspring said yes, compared to 43% of female offspring. *University/extension* programs were cited most often by both genders (65% overall), followed by *state forestry associations* (47% overall). Men said they were aware of *consulting foresters* more often than women (39% vs. 15% respectively). *PA DNR* and *national associations* came in next (about 14% overall for each).

- Age of offspring made a difference in responding to this question: awareness of associations/programs increased with age class, but the time of this increase was different for males and females. Men had a jump in awareness between <20 years (29% yes) and 20-60 years (both 64%). Women's awareness increased more steadily from 25% at <20 years to 39% at 20-40 years and 56% at 41-60 years.

- A larger percentage of members of forestry or environmental groups (67%) were aware of programs than non-members (46%). More offspring whose parents' land was not in Clean and Green (69%) were aware of programs than "in C & G" offspring (58%), but both of these groups were higher than those who did not know whether or not parents' land was listed (39%). Offspring of parents with inherited land (61%) had more awareness than offspring with purchased land (51%).

- In the 20-40 year age bracket men were aware of *university/extension* programs most often (77% stated), followed by *state forestry associations* (54%), *consulting foresters* (46%), and *PA DNR* (10%). Women 20-40 years old named *state forestry associations* (48%) the most, then *university/extension* (44%), followed distantly by the Pennsylvania *DNR (12%).*

- In the 41-60 year age bracket women were more likely to name *university/extension* programs (79% vs. 61% for men), state forestry associations (46% vs. 39%), and national associations (25% vs. 3%). Men were slightly more likely than women to name consulting foresters (32% vs. 25%). Down in the list of go-to sources, males in this age bracket named PA DNR (19%) and women at half that (8%)

- In general, subgroups' awareness of agencies followed the same order as overall, with *university/extension* known by most people in every group. The biggest difference came between

offspring of parents with purchased land (51% cited *state forestry association*, 34% cited *consulting forester*) and offspring of parents with inherited land (32% and 13%, respectively).

- ***Have your parents consulted with any association/programs to help them manage the family forests?***

  Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into seven key groupings: *university/extension; consulting forester; state forestry association; national associations; Pennsylvania DNR; environmental organizations; and industry organizations.*

  - Overall, 61% of offspring said they thought that their parents had consulted with associations/programs in helping them manage the family forests. 69% of male offspring said so, compared to 53% of females. Females (20%) were more likely than males (9%) to state that they didn't know if their parents had consulted with anyone.

  - Members of forestry or environmental groups were more likely to say their parents had consulted a program (74%) than non-members (54%). More offspring with lands in C&G (70%) than not in C&G (59%), and more offspring with inherited lands (69%) than purchased lands (58%) said their parents had used such programs or individuals for advice.

  - University/extension programs ranked significantly higher (48%) than other association/programs (32% for *consulting forester*, 30% for *state forestry associations*) as a place where parents turned to for management advice according to both male and female offspring. The PA DNR was notably lower in the list as a go-to source for parents (10%)

  - Based on offspring's opinions, parents with 100+ acres, with inherited land, and those who did not raise their kids on the land are more likely to consult *university/extension* programs than their counterparts (by at least a 15-point margin). Parents with inherited land were less likely to have consulted a professional *forester* than parents who had purchased all or part of their land, members' parents were more likely to have consulted a *state forestry association* than non-members' parents.

  - 21% of families with multiple children interviewed for this survey had siblings who disagreed with each other on this question.

- ***Have you consulted with any associations/program/individuals to help you manage the family forests?***

  Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into seven key groupings: *university/extension, consulting forester, state forestry association, national associations, PA DNR, environmental organizations,* and *industry organizations.*

  - Only 16% of all offspring interviewed for this study had consulted with any association/program themselves to deal with family forestland issues, with more males (21%) consulting with these organizations than females (11%). Males 20-40 years old and 41-60 years old were equally likely to consult with associations/ programs (from 23% to 22%, respectively), while the likelihood of females consulting someone increased with age (from 7% to 22 %, respectively).

- Overall, offspring were most likely to consult with *university/extension* folks (52%), then *consulting foresters* (40%) and *state forestry* personnel (33%). Men were more likely than women to consult with *university/extension*, (59% vs. 40%), *consulting foresters* (44% vs. 33%), and *PA DNR* (19% vs. 7%), and females were more likely than men to consult a *state forestry association* (40% vs. 30%).

- Age of offspring had a bearing on answers to this question, as only offspring between 20-60 consulted anyone about family forests. Offspring between 20-40 were more likely to consult with *consulting foresters* (60%) than *university/extension* (50%) or *state forestry associations* (35%). The importance of *consulting foresters* and *PA DNR* was much lower for 41-60 year olds (23% for each). This age group had utilized *university/extension* more often (55%), followed by *state forestry associations* (32%).

- Members of forestry or environmental groups were the group most likely to have consulted with programs/agencies themselves, with 35% stating they had done so (vs. 8% of non-members). Members were more likely to have spoken with *consulting foresters* than any other program (50% vs. 21% of non-members), the only subgroup that did not cite *university/extension* most often (46% of members vs. 64% of non-members). Those who come from inherited family forests were more likely to consult with PA DNR than those offspring from purchased family forests (40% vs. 12%).

Decision-making: *(see "decision-making" data folder for complete baseline and sibling agree/disagree results)*

➢ ***What will happen to the land at the time of transfer?***

- Over 85% of both male and female offspring expected that they would inherit the family forest versus the land being sold at the time of transfer by parent(s). Younger offspring were generally more likely to believe they would inherit, with 91% of offspring 20-40 years old thinking so, decreasing to 85% of those 41-60 years old and 67% of respondents over 60 years.

- More offspring of parents who had inherited the land (94%) thought they themselves would inherit it than offspring of parents with purchased land (85% thought so).

- Siblings within the same family were generally in agreement on this – only 13% of families with multiple children interviewed for this study had sibling who disagreed with each other on this question.

➢ ***What venue will be used for forestland inheritance (joint offspring ownership; individual ownership for each offspring, single sibling ownership, etc.)?***

- 60% of offspring expected the family forests to be transferred to the children through a *joint ownership* venue. Another 20% thought that the land would be *divided between offspring*, and 18% thought the forestland would be inherited by *just one offspring*. Only 6% thought that the land transfer venue would be *sibling joint ownership plus another family member*. Females were more inclined to believe the land would be split between offspring (24% vs. 15% for males), and

males were slightly more likely to think just one offspring would inherit (21% vs. 15% for females). Results were similar for all age groups.

- Siblings within the same family were more in disagreement on this question. 33% of the families with multiple children who were interviewed for this survey had siblings who disagreed with each other.

➢ ***If land is to be sold, who will likely purchase?***

- 76% of the 21 offspring who stated family forestlands would be sold at the time of land transfer thought offspring and/or other family members would be the buyers, with more males (82%) thinking so than females (70%). 19% thought that at least part of the land would be sold to non-family members, with females believing this (30%) more often than males (9%).

➢ ***Interested in owning the land?***

- Most Pennsylvania offspring want to own the family forestland at the time of land transfer (87%), with males more likely to want it than females (95% to 79%). The desire to own the land decreased slightly with age for both males and females, and the only group in which less than 70% desired the land was the 61-80 year old females.

- Interest in owning the forestland seems to be a shared goal, but 36% of families in the survey with multiple children had some siblings who desired to own the land and others who did not.

➢ ***Reasons to own the forestland in the future.***

Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into five key groupings: *home/family legacy; it's mine; investment/timber; love of land/wildlife/scenery; personal use/recreation; and stewardship of the land*.

- Overall, 72% of Pennsylvania offspring stated that *home/family legacy* was a reason for their desire to own the family forestland, distantly followed by *love of the lan*d (38%), *stewardship* (26%), *personal use* (23%), and *it's mine* (21%). Females stated *home/legacy* and *love of land* more often than males, and males stated *personal use* more often than females.

- Offspring in the <20 year old age group differed somewhat in their reasons for wanting to own the land than the two older age groups. *Personal use* ranked as high or higher than *home/legacy* for both males and females <20 years, and 40% of the females and 29% of the males wanted the land for *investment* purposes, higher than any other age group. The group least likely to want the land for investment was 20-40 year old females (5%).

- For evaluation of same-family sibling responses to this question, we analyzed only families in which all siblings agreed that they wanted to own the land (n=46), then determined whether siblings all agreed on <u>at least one</u> of the same key reasons for their desire to own the land. 26% of the families in which all children agreed they wanted to own the land had siblings who disagreed with each other on this question.

- ***If married, have you discussed ownership of the forest with your spouse?***

  - 80% of all married offspring had discussed owning the family forests with their spouse, with no difference by gender. Offspring over 40 years old were more likely to have discussed the forestland with their spouses than younger ones (84% vs. 77%, respectively).

  - While 91% of offspring think their spouses would support them in maintaining ownership of all the family land, 59% of male and 41% of female offspring stated their spouses would also support them if they wanted to sell all the family forests. For both genders, 41-60 year old offspring thought they were more likely to get agreement from their spouses to sell all or some of the land than the 20-40 year olds thought.

- ***If you have children, have you discussed ownership of the forest with them?***

  - Half (50%) of offspring with children of their own had discussed ownership of the family forest with them. Females were slightly more likely to have included the kids in such discussions, with 55% saying they had compared to 46% of males. As might be expected, age of offspring made a larger difference: while only 32% of offspring 20-40 years old had discussed the forestland with their children, 64% of offspring 41-60 years old and 100% older than 60 years had.

- ***If you have siblings, have you discussed ownership of the forest with them?***

  - 51% of all offspring had discussed ownership of the family forest with their brothers/sisters. Females were slightly more likely to have discussed the land with their siblings (55%) than males (47%). While it may not be surprising that few offspring <20 years had discussed ownership of the forestlands with their family, over half of 20-40 year olds and 44% of male offspring 41-60 years old still had not had such a discussion with their siblings. 70% of females in the 41-60 age group said they had discussed the future of the family forest with siblings.

  - 43% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. Some siblings thought these discussions had occurred, while other siblings in the same family thought otherwise.

  - Male offspring believed that brothers (80%) and sisters (78%) would agree with them if they chose to continue to maintain the family forest after land transfer. They also believed that their siblings would be in strong disagreement with them if they chose to sell all the family forests, especially their brothers (only 15% of brothers and 25% of sisters would agree to do so).

  - Female offspring believed they would have similar results, but were slightly less likely to believe their siblings would agree if they chose to keep the land (75% brothers; 73% sisters), and more likely to believe they would agree if they decided to sell some of the land (39% brothers, 51% sisters).

  - Age of offspring made a difference in this question, with offspring in the 41-60 age group more likely to believe their brothers and sisters would agree with them if they decided to sell all or some of the land than offspring between 20-40 years old.

- ***Top benefits in owning the forestland in the future.***

  Note: as before with 'reasons…' this question was also open-ended, with offspring responses then grouped into key response areas. Responses typically fell into five key groupings: *home/family legacy; it's mine; investment/timber; love of land/wildlife/scenery; personal use/recreation; and stewardship of the land*.

  - Overall, almost half of Pennsylvania offspring stated that *home/legacy* was the top benefit of owning the land (49%), followed closely by l*ove of land* and *personal use* (44%). Females named *love of land* more often than males, while males named *personal use* more often. *Investment* was also an important benefit, mentioned by 38%, and about a quarter of offspring named *it's mine* or *stewardship*.

  - Age made some difference in this category. *Personal use* was the top benefit for offspring aged <20 years (72%), while the top benefits for the other age groups, *home/legacy* and *love of land*, came in second with 39% each. The two middle age groups had similar views of the top benefits for owning family forestland, except offspring 20-40 years old were more likely to state a *personal use* reason (46% vs. 37% for 41-60 year olds), and older offspring were more likely to state *it's mine* (31% vs. 24% for 20-40 year olds).

  - 35% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. (Note: siblings were in agreement if all siblings identified at least one of the same key response groups as a benefit.)

- ***Top challenges in owning the forestland in the future.***

  Note: open-ended question, with offspring responses then grouped into key response areas. Responses typically fell into seven key groupings: *maintenance costs; taxes; sibling rivalry; labor/time to manage; lack of knowledge; proximity to family forest;* and *encroaching development.*

  - *Time and labor* to manage the land ranked as the top challenge for Pennsylvania offspring at 54%, and *taxes* ranked second (42%). Both males and females stated these two challenges most often, but more women stated *labor/time* (59% vs. 49% for men), and more men stated *taxes* (48% vs. 35% for women). *Maintenance costs* (30%) and *proximity to land* (27%) were two more main challenges for offspring in the survey. Females were more likely to state *proximity to the land* (37% vs. 22%) and *lack of knowledge* (22% vs. 11%)about forest management as challenges, and men were more likely than women to state *encroaching development* (24% vs. 20%).

  - These same gender differences held true within the age groups as well, except in the 41-60 age group where few women or men stated *lack of knowledge* as a concern, and women were more likely to name *encroaching development*.

- ***Presume you now own the land; would you … ?***

  - …*keep all as forested?* About 55% of both males and females stated they would.

- …*actively manage the land?* 65% of all offspring stated they would, with more males (70%) than females (60%) saying they would actively manage the forest.

- …*leave the land for nature to manage*? 51% of all offspring stated they would, with females stating this option (54%) slightly more often than males (47%).

- Only 32% of offspring would elect to *purchase more forestland*, and males were more likely to do so than females (42% vs 23%).

- 25% of offspring said they would keep some as forested, 9% said they would develop some of the land, and 4% stated they would sell all the forestland.

- Age groups differed little in what they would do with the land, except 41-60 year olds were less likely to purchase more forestland, and 20-40 year olds were more likely to increase the amount of forest than other age groups.

- Only 17% of families with multiple children interviewed for this survey had siblings who disagreed with each other on this question.

➢ ***Do you desire income off the land?***

- Overall, 66% of Pennsylvania offspring indicated they would desire income off the land once ownership is transferred to them, and gender did not make a difference. Offspring <20 years old were least likely to want to derive an income from the land, with only 47% desiring to do so compared with over 65% for the next two older age groups.

- 49% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question, which could cause conflicts once the land has transferred. Of families that did agree, 86% of families had siblings who agreed they wanted to derive an income from the land, and 14% agreed they did not.

➢ ***If income is desired, where will it come from?***

Note: open-ended question, with offspring responses then grouped into key income areas. Responses typically fell into four key groupings: *timber, farming/grazing, recreation fees, wildcrafting.*

- Overall, 78% of all offspring believed that income would be derived from timber harvesting. This was true for males (91%) and females (65%), and all ages stated timber harvest as the main source of income. Farming/grazing was stated by 37% of offspring, but females referenced this more than males (43% and 31%, respectively).

- Siblings within the same family mostly agreed about using timber harvest as a source of income, although 10% of families with multiple children interviewed had siblings who disagreed with each other on this question.

- ***What would force you to sell or convert your family forestland?***

  Note: open-ended question, with offspring responses then grouped into key force condition areas. Responses typically fell into seven key groupings: *need for cash; $ for medical expenses; $ for education; $ for taxes; high maintenance costs; development pressure;* and *sibling disagreement.*

  - The top three force conditions for all Pennsylvania offspring interviewed were: *need for cash* (46%), *taxes* (25%), and *medical expenses* (18%), and this order of ranking was true for both male and female offspring. In all age brackets, these three conditions ranked at the top but varied in priority depending on gender and age:

    a) Males in the **<20 age group** stated *need for cash* and *taxes* the same amount (43%), while females stated *need for cash* (58%) more than twice as much as *taxes* (25%).

    b) **20-40 year old** males and females ranked concern over *medical expenses* higher than taxes as a force condition, second only to *need for cash*. This response reverses in the 41-60 year olds as 27% of females ranked this as a "force" condition compared to 16% males.

    c) **41-60 year old** males ranked concern over *medical expenses* higher than *taxes* as a force condition, second only to *need for cash*.

  - 61% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question. (Note: siblings were in agreement if all siblings identified at least one of the same force conditions.)

- ***What tools are very or most important to you in helping you to keep forestlands in family hands?***

  Note: Offspring were given nine conditions/tools to rank relative to importance if helping to own the family forest: *tax relief; payment for ecosystem services to the landowner (such as carbon banking); payment for biomass to be removed; steady timber prices, fewer regulations; more technical assistance in managing the forest; spouses agree with decision to own the land; siblings agree with decision to own the land; and kids agree with decision to own the land.* Offspring were asked to rank each condition/tool in relation to level of importance, with "1" designating least important and "5" designating most important.

  - When rated individually, Pennsylvania offspring rated *kids want to keep* (86% rated as very important or the most important), *siblings want to keep* (83%), and *spouses want to keep* (79%) at the top of the list as condition/tools to help them own/maintain family forests. *Property tax relief* (60%) and *payments for ecosystem services* (54%) were in the second tier, with all other categories below 35%. Payment for biomass ranked at the bottom of the list at 32%.

  - The order of importance these tools/conditions was the same for men and women, but women rated <u>every</u> condition higher. The difference was greatest for *more technical assistance* (41% of women rate very or most important compared to 26% of males), *siblings want to keep* (90% vs. 76% for males), *payments for ecosystem services* (59% vs. 49% for males), and *payments for biomass* (37% vs. 28%).

  - When considering age bracket of offspring:

a) *Tax relief* and *payment for ecosystem services* appeared to get slightly more important with age, increasing for both genders.

b) *Payments for biomass* and *steady timber prices* appeared to become more important with age for females, but not for males.

c) *Fewer regulations* was most important to males <20 years old.

d) The importance of *siblings want to keep* and *kids want to keep* decreased slightly between the 20-40 and the 41-60 age groups, while *spouses want to keep* remained the same.

e) All age groups, save the 61+ year old age bracket, consistently ranked the social criteria (*spouses agree, siblings agree,* and *kids agree*) higher than the rest.

- When considering sibling disagreement:

a)	*Tax relief*	34%
b)	*Ecosystem service payments*	36%
c)	*$ for biomass*	47%
d)	*Steady timber prices*	52%
e)	*Spouses disagree*	26%
f)	*Siblings disagree*	30%
g)	*Kids disagree*	31%

➢ ***What trumps what relative to conditions/tools if you could only choose one?***

- Overall, 43% of offspring ranked *siblings want to keep* as the most important condition/tool used in determining ownership of the family forest at transition time, followed by *children want to keep* (30%), *spouses want to keep* (21%), and *property tax relief* (15%). The order of these rankings did not vary with gender.

- All age brackets, save the 61+ years old group, ranked *siblings agree* as the most important tool.

- Although opinions of siblings clearly play an important role in deciding to keep or maintain the family forest, 61% of the families with multiple children interviewed for this survey had siblings who disagreed with each other on this question.