

AGENDA

Tuesday, February 28th

Optional Field Tour Hosted by Rayonier

- 7:45 a.m. – 8:45 a.m. Breakfast – Salt Restaurant
- 8:45 a.m. – 9:00 a.m. Load Buses and Depart Ritz Entrance
- 9:00 a.m. – 3:30 p.m. Field Tour and Lunch
- 5:00 p.m. – 7:00 p.m. Conference Registration Open – Kings Bay

Wednesday, March 1st

9:00 a.m. – 6:00 p.m. Registration – *Salon Foyer*

1:30 p.m. – 1:45 p.m. Introduction and Welcome – *Ocean Salon 1 & 2*

- **Moderator: Bob Izlar** – Director, UGA Harley Langdale, Jr. Center for Forest Business
- **Tom Harris, Jr.** – Professor, UGA Harley Langdale, Jr. Center for Forest Business and Publisher, TimberMart-South

1:45 p.m. – 3:00 p.m. Industry Structure, Ownership Changes and Innovation – *Ocean Salon 1 & 2*

- **Moderator: Chris Zinkhan** – CEO, The Forestland Group
- ***Dynamics in Timberland Ownership and What They Mean to Weyerhaeuser* - Rhonda Hunter** – Senior Vice President of Timberlands, Weyerhaeuser
- ***How an International Building Products Company has Responded to Market Change* - Brad Southern** – COO, Louisiana Pacific

3:00 p.m. – 3:30 p.m. Break – *Ocean Foyer*

3:30 p.m. – 5:30 p.m. General Session I – *Ocean Salon 1 & 2*

- **Moderator: Shelda Owens** – Operations Manager, Timberland Services, U.S. Trust, Bank of America Private Wealth Management
- ***Think Again: Paper Ain't Dead!* - Lee Alexander** – Director of Fiber Supply, IP
- ***A Successful Southern Timberland Investment* - Wesley Langdale** – President and CEO, The Langdale Company
- ***Damned by Faint Appraisal: The Use and Abuse of Appraisal in Timberland Valuation* - Jim Hourdequin** – CEO and Managing Director, The Lyme Timber Company

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6:00 p.m. – 7:00 p.m. Reception – *Ocean Front Lawn*

7:00 p.m. – 8:30 p.m. Buffet Dinner – *Ocean Salon 1 & 2*

Thursday, March 2nd

7:00 a.m. – 8:00 a.m. Breakfast – *Ocean Salon 3*

8:00 a.m. – 12:00 p.m. General Session II – *Ocean Salon 1 & 2*

- **Moderator: Kent Gilges** – Manager, Conservation Forestry
- ***TimberMart-South Southern Timberland Index - Jack Lutz*** – Principal and Forest Economist, Forest Research Group
- ***Investor Expectations and How to Meet Them - Dave Rumker*** – Managing Director and Chief Investment Officer, Campbell Global
- ***The Changing Face of Institutional Timberland Investing - Jon Caulfield*** – Hargreaves Distinguished Professor, UGA Harley Langdale, Jr. Center for Forest Business
- ***Industrial Wood Pellet Exports and Their Impact on the US South's Forestry Sector - Pete Madden*** – President and CEO, Drax Biomass
- ***Timberland Financing Trends - Scott Marshall*** – Director, MetLife Timberland Finance

9:30 a.m. – 10:00 a.m. Break – *Ocean Foyer*

12:00 p.m. – 1:30 p.m. Lunch – *Ocean Salon 3*

1:30 p.m. – 3:00 p.m. International Opportunities for Investing – *Ocean Salon 1 & 2*

- **Moderator: Rachelle Schlesinger** – Principal, Prudential Agriculture Investments
- ***US-Canada Soft Wood Lumber Agreement Situation - Zoltan van Heyningen*** – Executive Director, U.S. Lumber Coalition
- ***Structuring Investment Deals - Glenn Dunaway*** – Partner, Morris, Manning & Martin, LLP
- ***Considerations for Brazil - Aldo de Cresci Neto*** – Partner, GCN Advogados
- ***Tax Implications - Karen Reschly*** – Partner, Smith Lynch, LLC
- ***Foreign Investments in U.S. Timberlands - Stephen Schrock*** – Partner, Thompson Hine

3:00 p.m. – 3:30 p.m. Break – *Ocean Foyer*

3:30 p.m. – 5:30 p.m. Economic & Political Outlook – *Ocean Salon 1 & 2*

- **Moderator: Jon Caulfield** - Hargreaves Distinguished Professor, UGA Harley Langdale, Jr. Center for Forest Business
- ***The New Political Landscape - Charles Bullock*** – Richard B. Russell Professor, UGA

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- ***Economic Outlook*** - **Mark Vitner** – Managing Director and Senior Economist, Wells Fargo
- ***Beware of the Supply-Side: A Range of Constraints Will Slow the On-Going Recovery in the Wood Products Sector*** - **Brendan Lowney** – Principal, Forest Economic Advisors LLC
- ***The Outlook for Residential End Markets*** - **Kermit Baker** – Program Director, Harvard Joint Center for Housing Studies

6:30 p.m. – 7:30 p.m. Reception – *Ocean Front Lawn*

7:30 p.m. – 8:30 p.m. Banquet – *Ocean Salon 1 & 2*

Friday, March 3rd

7:00 a.m. – 8:00 a.m. Breakfast – *Ocean Salon 3*

8:00 a.m. – 11:30 a.m. Analysis and Insights on Current Topics - Concurrent Breakout Sessions – *Ocean Salon 1 & 2*

Concurrent Breakout Sessions on What You Need to Know as a Timberland Investor by Knowing the Details. Leading experts will present on a variety of topics of interest to investors.

Breakout Session 1: Timberland Investment Opportunities – *Ocean Salon 1*

- **Moderator: Amanda Lang** – COO & Vice President of Client Services, Forisk Consulting, LLC
- ***Managing Risk with Technology*** - **John Pait** – Vice President of Sales, Marketing and Product Development, Arborgen
- ***Reducing Risk and Improving Future Value During Due Diligence*** - **Clarence P. Neese, Jr.** – Vice President, Orbis, Inc.
- ***Forest Carbon on Managed Timberland Portfolios: Development and Market Forecast*** - **Dylan Jenkins** – Vice President of Portfolio Development, Finite Carbon

Breakout Session 2: Timberland Valuations and Appraisals – *Ocean Salon 2*

- **Moderator: Brian Stone** – Appraisal Services Manager, Forest Resource Consultants
- ***An Investor's View of Timberland Appraisals*** – **Robert Hagler** – Principal, ForestEdge LLC
- ***The (Re)View from Here*** – **Roger Lord** – President, Mason, Bruce & Girard, Inc.
- ***Impacts of Methodology and Data Quality on Valuations*** – **Scott Brodbeck** – Principal and Manager of Appraisal Services, Legacy Appraisal Services
- ***Why Timberland is Different*** – **Weiyi “Alex” Zhang, Ben Slui, Andrew Carey** – Forest Business Graduate Students, UGA Harley Langdale, Jr. Center for Forest Business

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10:20 a.m. – 10:40 a.m. Break – Ocean Foyer

11:45 a.m. – 12:00 p.m. Concluding Remarks – Ocean Salon 1 & 2

- **Tom Harris, Jr.** – Professor, UGA Harley Langdale, Jr. Center for Forest Business and Publisher, TimberMart-South, *Ocean Salon 1*
- **Bob Izlar** – Director, UGA Harley Langdale, Jr. Center for Forest Business, *Ocean Salon 2*

12:00 p.m. Adjourn

Continuing Education Credits:

Georgia State Bar – 14 hours of CLE

Society of American Foresters – 12.5 hours CFE/CLE, 3 hours Field Tour

Georgia Real Estate Commission/Appraiser Board – 12 hours CE

PLEASE JOIN US FOR OUR NEXT CONFERENCE

MARCH 20-22, 2019

RITZ CARLTON, AMELIA ISLAND, FL



**UNIVERSITY OF
GEORGIA**

Harley Langdale Jr.
Center for Forest Business