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 2\textsuperscript{nd}

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