

NHTOA 109th Annual Meeting Supplement

June 13, 2020



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NHTOA 109th Annual Meeting Business Meeting agenda

Call to Order – Shaun Lagueux

President’s Report – Shaun Lagueux

Treasurer’s Report – Anson Burt

Granite State Woodland Institute Report – Bob Berti

Executive Director Report – Jasen Stock

Nomination of Directors and Officers – Shaun Lagueux

Remarks from the New President – Linda Brownson

Adjourn

**Minutes of the 108th NHTOA Annual Meeting
Danforth Bay Campground
Freedom, New Hampshire
May 4, 2019**

Call to order

Shaun Lagueux, president, called the meeting to order at 12 p.m. and welcomed the attendees to the New Hampshire Timberland Owners Association's (NHTOA) 108th Annual Meeting.

Shaun Lagueux called for a motion to accept the minutes of the 108th NHTOA Annual Meeting held at the Chesterfield School in Chesterfield, New Hampshire on May 19, 2018.

Chip Kimball made a motion to accept the minutes of the 108th NHTOA Annual Meeting held at the Chesterfield School in Chesterfield, New Hampshire on May 19, 2018, as written.

Seconded by Pete Howland

Motion passed

President's report by Shaun Lagueux

President Lagueux thanked

- Sponsors,
- Advertisers,
- Tour guides, and
- Fellow Board members

NHTOA had a good year last year in 2018.

- Financially we continue to have a strong balance sheet (which you will hear about from our Treasurer – Anson) and our 2019 Annual fund was our most successful ever – thank you.
- Policy/advocacy we passed important legislation giving forest management higher standing at the local regulatory level and we had a major energy victory override a governor's veto on a biomass bill.
- NHTOA is also positioning itself with staff and operations to put more emphasis on membership recruitment and educational programming called for in our strategic plan.
- This year the NHTOA and its 501 c3, the Granite State Woodland institute, made some major strides to help secure our financial future (which you will hear about from Bob Berti the GSWI chairman)
- Also, looking forward the NHTOA will begin updating its strategic plan in 2019. We are due for an update as a lot has happened to our industry and the economy as a whole since our last plan in 2012

As you leave today I have 2 challenges for you;

1. Talk to a friend, relative, co-worker or neighbor about becoming an NHTOA member, and
2. Get/stay engaged by attending another NHTOA event (workshop, meeting, or volunteer to serve on a committee), or help out with a policy item by calling your local representative or senator on behalf of the NHTOA or attend a hearing.

2018 NHTOA Treasurer's Report by Anson Burt

On pages 10 through 13 in the program you will find the 2018 profit and loss statement and 2019 budget.

Although the NHTOA experienced a negative cash flow in 2018 the organization's fundamental financial position remains strong as our current assets as of April 1st are \$381,770, up \$9,705 from April 1 2018.

Revenues

In 2018 the NHTOA and its 501c3 supporting organization, the Granite State Woodland Institute, raised \$476,443. This was \$59,000 off budget. The difference can be attributed to the lack of grant revenues. Despite the lack of grant revenues, the NHTOA and the Granite State Woodland Institute made up a portion of that short fall by raising \$243,019 in contributions which exceeded budget estimates by \$18,019 or 8%. Also helping to make up the revenue shortfall was an increase in our forestry course income which was also up \$6,600.

Expenses

The Board and staff continue to do a good job managing our expenses which were below budget by \$44,029 or 8%.

This is pretty good considering 2018 was the first full year the NHTOA had a full-time program director and we had a heavy legislative session. These expenses are reflected in our single staff salary and project specific staff time accounts. In 2018 these expenses were \$233,778 which was over budget \$1,891 or 0.8%.

The only other noteworthy expense is under strategic plan – forestry economics project. This is a forestland economic study the NHTOA plans to do. It did not occur in 2018. Although we did not realize the expenses, we also did not realize the grant revenue. Since the adoption of this budget in October, this project was redesigned and we plan to move forward with it in 2019.

Looking forward to 2019

Again, the NHTOA Board took a conservative approach to developing its 2019 budget. This can be seen with the revenue projections. Specifically, the Board took a conservative approach budging contribution revenues (\$5,000 below 2018 actuals) and grant incomes (down \$35,000 from last year's budget).

The board also took a conservative approach in estimating expenses for 2019 which are \$24,159 below the 2018 estimates.

Chris Fife made a motion to accept the Treasurer's report and proposed budget as presented.

Seconded by Chip Kimball

Motion passed

Granite State Woodland Institute report by Robert Berti

Thank your fellow GSWI board members for their support and dedication.

The big news this past year was the endowment is underway , we are seeing a lot more activity with estate planning, and we saw record gifts to GSWI through the 2019 annual fund

Endowment

- Endowment official now at Vanguard
- \$28,000 invested,
- We established all the necessary paperwork and mechanics (i.e. investment committee)

Planned giving – we are already seeing activity here as the NHTOA is being written into estate plans and wills

- Bob Berti,
- Ned Therrien,
- Dave Tellman, and
- We know there are others

These are just the beginning and members of our endowment founder's club.

Annual fund

GSWI raised \$69,484 (this is a new record for us)

I want to thank you, our members, the NHTOA and Granite State Woodland Institute directors, and staff.
Thank you.

Executive Director message from Jasen Stock

I want to thank the NHTOA Board, Timber Harvesting Council members, all the committee members and our staff (and spouses/families). Our volunteerism is impressive. Like many things in life showing up is 90% of the job. The NHTOA and its members show up!

In preparing this report I want to highlight, what I see, as the most significant items

You have already heard about the financial performance of the organization and some of the operational items from Shaun, Anson, and Bob.

Financially

Bob Berti reported on the efforts our 501c3 organization is doing to help secure our financial future (establishing an endowment and planned giving program).

Anson talked about our cost controls and (although our revenue was lower than expected due some missed grant funding) our fundamental position is strong. And, we have money in the bank.

Operationally

This was our first full year the NHTOA had a full-time Program Director on staff. We are seeing enhanced programming (PLP and landowners), and we anticipate seeing more activity in membership recruitment and retention.

Politically

We saw short and long-term successes,

Long-term -- we passed legislation giving forest management activities higher stature at the local regulatory level (i.e. nuisance issues)

Short-term – we passed SB 365 (the biomass bill). And, although it has run into a litigation snag at the federal and state regulatory levels (tied up in the NH Supreme Court) yesterday legislation was filed to deal with this – SB 183

Wetland Rules

This process began in 2014. Other than timber markets and taxation (i.e. Current Use, timber taxes), I believe this regulation has the most profound impact on how we can manage our timberlands. The good news is they heard and although the rules are confusing, I believe they are something we can work with.

Looking forward

In 2019 we need to update our Strategic plan. A lot has happened and it is time our plan considers this and insures NHTOA remains relevant to its members.

Working lands study is happening. As state and local government grapple for revenue, more and more Current Use is looked upon as a “tax break”. Unfortunately, those making these assertions do not look at the bigger picture and that is what open space does for the state’s economy and the money it actually saves communities.

This legislative session we need to work to protect our low-grade markets and the success we had with the passage of SB 365 last year. We will also be working to remove the proposed capital gains tax currently in the state budget.

Nomination of new NHTOA Officers and directors – Shaun Lagueux

Please review the proposed slate of directors and officers listed on page 15 of your program. Also in your program on pages 17 are write-ups on the new directors. The NHTOA Board of Directors unanimously approved the recommendation of this slate of at the February 2019 Board of Directors meeting.

I am seeking a motion to approve the proposed slate of directors and officers as listed on page 15.

Harold Cook made a motion to accept the slate of directors and officers as listed on page 15 of the Annual Meeting program.

**Seconded by Linda Brownson
Motion passed**

If there is no other business to come before this meeting, I would entertain a motion to adjourn the 108th Annual Meeting of the NHTOA.

Chip Kimball made a motion to adjourn the 108th NHTOA Annual Business Meeting.

**Seconded by Ann Davis
Motion passed**

2019 financial results and 2020 Proposed NHTOA Budget

DESCRIPTION	2019 Budget	2019 Results	2020 Budget
Income			
HOLD	0	505	500
Advertisng			
Annual Meeting	8,000	6,558	8,000
Sales Discounts	-1,500	-1,527	-1,500
Logger Convention	8,000	9,809	10,000
Timber Crier	28,000	24,872	25,000
Total Advertising	42,500	39,712	41,500
Annual Meeting Income	6,000	7,717	8,000
Contributions	190,000	196,980	145,000
Grant Income-Misc.	1,000	0	1,000
Interest Income	600	398	400
Log A Load – reimbursement	0	0	0
Membership – New	5,500	3,388	5,000
Membership – Renewals	99,000	92,810	97,000
Miscellaneous Income	0	0	0
NHTOA workshops	4,000	2,250	5,000
Promotional	300	320	300
Refund Income	0	0	0
S.P.A.C.E. income/reimbursement	0	505	0

DESCRIPTION	2019 Budget		2019 Results		2020 Budget	
SFI Income		16,970		16,025		16,970
THC Income						
THC Forestry Course Income		30,000		24,430		30,000
THC Forestry Course Income from SFI		21,000		21,000		21,000
THC Loggers Convention		8,000		5,809		6,000
THC Income-Miscellaneous		500		2,025		1,000
Total THC Income		59,500		53,264		58,000
****Projected GSWI Income: Contributions		50,000		85,949		70,000
****Projected GSWI Income: Grants		30,000		2,500		32,000
****Projected GSWI Income: Interest						200
Total Revenue (NHTOA/GSWI)		505,370		502,323		480,870
Expenses						
Annual Meeting Expenses – 2018		0		100		0
Annual Meeting Expenses – 2019		10,000		12,700		0
Annual Meeting Expenses – 2020		0		0		10,000
Awards		3,000		4,189		3,000
Bad Debts		6,000		7,358		4,000
Bank Service Charges						
Bank & Credit Card Charges – GSWI				277		250
Merchant Account Service Fees		2,000		0		200
Bank & Credit Card Charges – other		100		1,860		1,300
Total Bank Service Charges		2,100		1,860		1,750
Board Meetings		200		0		0
Business Enterprise Tax		1,790		283		1,676
Development Expenses						
Literature/Letterhead		5,000		7,096		3,000
Other (postage and reception)		0		0		0
Consultation Fees/Travel		2,000		318		1,000
Total Development Expenses		7,000		7,414		4,000
Donations		100		55		100
Dues/Subscriptions/Prof. Activities		2,500		3,981		1,100
Equip-Phone Sys ops.		0		34		40
Equipment Purchase/lease		0		135		0
Equipment Maintenance		0		85		500
Grant related expenses		2,000		0		500
GSWI Staff allocation & exp.		0		6,499		0
Insurance (business, D&O)		5,216		4,041		5,150
Insurance (D&O) – GSWI		0		709		709
Internet		0		2,358		2,200

DESCRIPTION	2019 Budget		2019 Results		2020 Budget	
Legal/Admin. fees - GSWI		0		537		2,000
Legal fees - NHTOA		500		-380		500
Log-A-Load						
Staff		0		0		0
Materials		0		0		0
advertising/other		0		530		0
Total Log-A-Load		0		530		0
Low-grade Wood Project Expense		0		2,489		0
Membership						
Staff		0		0		0
materials and other		500		1,203		500
Total Membership Expenses		500		1,203		500
Miscellaneous Expense		100		2		0
Office Supplies		8,000		12,575		4,000
Paypal – fees		700		466		700
Payroll Expenses						
Intuit Fees		800		552		800
Payroll Expenses - taxes/social sec. & medicare		18,261		20,333		17,092
Payroll Expenses - Workers Comp Insurance		700		670		700
Unemployment – SUTA		1,200		69		1,200
Total Payroll Expenses		20,961		21,624		19,792
Postage		8,000		6,914		6,000
Postage - mail assistance		2,500		1,953		2,000
Printing Expense						
Printing - Annual Report		2,500		1,806		2,000
Printing – Copies		1,000		545		500
Printing - General Office Supplies		0		614		1,800
Printing – Other		500		0		0
Printing - Timber Crier		20,500		20,509		20,000
Total Printing Expenses		24,500		23,474		24,300
Professional Fees (Admin. Support)		9,000		10,779		8,000
Professional Fees (Accounting)		10,340		12,550		12,000
Professional Fees (Accounting) – GSWI		0		1,073		1,200
Professional Fees (Legal)		13,000		2,141		1,000
Professional Fees (Lobby)		50		0		50
Professional Fees (Writing)		0		0		1,500
Programs/Workshops/Meetings		5,000		4,653		7,000
Promotional		3,000		2,174		2,000
Refunds		0		45		0
Rent				10,626		10,300

DESCRIPTION	2019 Budget	2019 Results	2020 Budget
Staff Salary			
Salary - Communications Director	39,344	37,938	25,009
Salary - Executive Director	93,820	79,617	93,820
Salary - Office Manager	41,782	31,567	44,563
Salary - Program Director	56,025	22,727	56,025
Salary - Admin	800	1,071	800
Salary - proposed increase/bonus	6,929	0	3,204
Total Salary	238,701	172,920	223,421
SFI Expenses			
SFI General Program Admin.	9,500	24	0
SFI Internal Oversight	1,400	0	1,400
SFI Outreach/Research Expenses	5,000	6,247	5,500
SFI Staff Time	0	8,484	0
SFI Expenses - Other (print cert, web, adv, hfh)	1,000	2,393	4,000
Total SFI Expenses	16,900	17,148	10,900
Simple IRA Company Match	7,161	4,781	6,703
Software	500	210	200
State filing fees (taxes)	375	125	150
Strategic Plan			
Prepare next plan (meetings, facilitator)	0	1,340	5,000
Goal 1, Obj. 2 and Goal 2, Obj. 1 - T/C mailed to policymakers	0	0	0
Workforce	0	0	27,000
Goal 2, Obj. 3 - NHTOA website	0	0	0
Goal 3, Obj. 2 - forester/logger info.	0	0	0
Goal 1, Obj. 3 - regional partnerships	0	0	0
Goals 3,2,5, Obj 3,2,1 - forestry economics project	31,000	11,199	7,000
Total Strategic Plan	31,000	12,539	39,000
Telephone	5,000	4,428	4,500

DESCRIPTION	2019 Budget		2019 Results		2020 Budget	
THC Expenses						
THC-ALC Dues/Travel	4,000		9,588		6,000	
THC-L&T Convention Exp.	9,000		11,771		10,000	
THC-PLP Admin. Expenses	0		1,938		2,000	
THC-PLP Course Materials	7,000		7,166		7,000	
THC-PLP Hall Rental	50		124		200	
THC-PLP Instructor Wages	10,000		11,101		9,000	
THC-PLP Program Expenses	6,000		3,566		5,000	
THC-PLP Copies	200		2,475		2,500	
THC-PLP Postage	3,500		4,544		3,500	
THC-PLP Staff Time	0		58,396		0	
Total THC Expenses		39,750		110,669		45,200
Travel		10,000		11,548		10,000
Travel Meals		2,000		1,989		2,000
Tree Farm Expenses		0		612		500
Website Maintenance/Hosting		500		447		400
Total Expenses		497,944		504,645		480,540
The bottom line		7,426		-2,322		330

Proposed 2020/2021 NHTOA Board of Directors & Officers

Executive Committee

NAME	COUNTY	REPRESENTATION	OFFICER TERM ENDS	DIR. TERM ENDS
Linda Brownson, President	Grafton	Landowners	2022	2025
Chris Fife Vice president	Coos	Landowner	2021	2022
Shaun Lagueux, Immediate past-president	Grafton	Consulting Foresters	2021	2022
Anson Burt, Treasurer	Cheshire	Loggers	2022	2022
Leo Maslan, Secretary	Sullivan	Pulp and paper	2021	2021
John Randall, At-large	Cheshire	Sawmills	2022	2022

**Proposed 2020/2021
NHTOA Board of Directors & Officers (con't.)**

Directors

NAME	COUNTY	REPRESENTATION	DIR. TERM ENDS
Jennifer Barton-Scarinzza	Coos	Landowners	2022
Susan Bryant-Kimball	Carroll	Landowners	2022
Tom Fadden Jr.	Carroll	Loggers	2023
Liz Hager	Belknap	Landowners	2023
Rich Roy	Merrimack	Wood Energy	2024
David Marden	Rockingham	Landowners	2021
Malcolm Milne	Sullivan	Sawmills	2021
Mick Monusey	Merrimack	At-large	2023
Brendan Prusik	Coos	At-large	2021
Don Quigley	Strafford	At-large	2023
Jeff Snitkin	Merrimack	Consulting Foresters	2023

County Chapter Chairman

Don Clifford, Sullivan

In Memoriam: Isobel Parke

Born at Henbury House, Sturminster Marshall, Dorset, United Kingdom, in 1926, Isobel Parke was one of five daughters of Charles and Jean Hamilton Gordon Parke. Isobel had a distinguished educational career and commitment to forest stewardship, land conservation and her Epping, N.H., tree farm.

Isobel graduated from the Winsor School, Boston, Mass., and Lady Margaret Hall, Oxford, United Kingdom, with a degree in history in 1947. Following graduation she worked for the United Kingdom Ministry of Education teaching in Germany and Kenya before becoming the education manager for adult education at Moor Park College, Farnham, United Kingdom.

After teaching, Isobel returned to the United States and joined Pat and Miriam Jackson at the behavioral public relations firm of Jackson, Jackson and Wagner in New Hampshire and remained senior counsel until her death.

While at the agency Isobel was very active in New Hampshire's land conservation and the non-profit community. Most notably, she served on the SPACE committee (Statewide Program of Action to Conserve our Environment) and helped pass the constitutional amendment in 1968 that permitted current use taxation on open land. She was the first woman president of New Hampshire Timberland Owners Association and later served on the boards of Lamprey River Watershed Association and the University of New Hampshire Cooperative Extension Rockingham County Advisory Council. She also worked closely with the Southeast Land Trust to conserve open space. And she was a founding member of the Granite State Woodland Institute, the NHTOA's 501(c)3 supporting organization. In recognition for all her efforts and work on behalf of land conservation and the NHTOA, in 2000 Isobel was



awarded the Kendall Norcott Award , the NHTOA’s highest honor.

Since 1963, she lived in a house in West Epping that was built in 1745. Her activities included managing 699 blueberry bushes, raspberries, black currants, a flower garden and 160 acres of forest land. Isobel’s land is permanently protected with a conservation easement and her stewardship recognized with the receipt of the 2002 Outstanding NH Tree Farm award.



In Memoriam: Bruce Schwaegler

Bruce Schwaegler was born April 23, 1937, in Dubuque, Iowa, on the banks of the Mississippi River. The major themes of his life were family, work, public service, and protection of our natural world. After graduating from high school he studied engineering for two years at Iowa State University, then transferred to Duke University, where he graduated and received the Rayonier Award as “Outstanding Student in Business Administration.”

Following college, Bruce began his career in retail at Shillito’s Store in Cincinnati, Ohio, where he met his future wife, Sarah. His career was interrupted by serving two-plus years in the U.S. Army. After graduating with his MBA from Harvard Business School in 1964, Bruce and Sarah moved to Indianapolis, Ind., where he resumed his retail career with L.S. Ayres. Upon the birth of their son, Andrew, the family moved back to the Boston

area where he began working for Filene’s, eventually becoming Vice President of Finance and Control.

During the Filene’s years Bruce and Sarah purchased an abandoned farm in Wentworth, N.H., in the Baker River Valley and improved the home. They loved their retreat, which included stands of Eastern White Pine. Bruce was fascinated by the Forester’s Handbook and developed an interest in forest management.

In 1976 Bruce was promoted within Federated Department Stores to become president of Bullock’s / Bullocks Wilshire. During his eight years with Bullock’s/Bullocks Wilshire, Bruce was responsible for the construction and opening of 10 new stores.

Bruce’s love of land, and the need for an escape from the pressure of the business world, led him to purchase a 96-acre citrus ranch in Filmore, Calif. Bruce loved his grapefruit ranch; his crop was marketed under the Sunkist label. But when he discovered how much it cost to operate the big propane-driven fans that kept frost from damaging the grapefruit, he planted Granny Smith apples.

By 1985, following his retail business success in Los Angeles, Bruce’s interests turned to a recently acquired property, a former Boy Scout camp on Indian Pond in Orford, N.H. Lucky timing brought additional watershed acres to market, and within six months Bruce and Sarah were able to acquire the remaining acres necessary to protect the pond. Most of the declining camp structures were removed, leaving Indian Pond as one of the few lakes in New England less developed today than it was 40 years ago. He hosted numerous NH Cooperative Extension courses on his property so that he could help educate and inspire other forestland owners in ways to enhance the critical wildlife habitats of their forests.

Bruce served as a director on the New Hampshire Timberland Owners Association board of directors in the late 1980s, and on two separate occasions served as chairman of the Audubon Society of New Hampshire board of directors. In addition, Bruce served on the Reservation Stewardship Committee of the Society for the Protection of NH Forests, among several other organizations.

Bruce and Sarah’s commitment to land stewardship and land conservation were recognized in 1998 when the Schwaegler Family Tree Farm received the New Hampshire Outstanding Tree Farm award.

In Memoriam: David Tellman

Born in Traverse City, Mich., in 1938, David had a distinguished career in the United States Army and all his life displayed a dedication to volunteerism and the forestry community. Following graduation from Michigan State University in 1960 with a BA in Divisional Social Science and minors in Physical Science and Education, David entered active duty in active duty in 1961 with a commission as a 2nd Lieutenant from the Army ROTC program. When he retired from the Army in 1989, he held the rank of colonel.

David and his wife of 60 years, Tanya, retired in Bethlehem, N.H. They were active volunteers at the municipal level and in many local and statewide non-profits and boards, including the New Hampshire Tree Farm Program and the New Hampshire Timberland Owners Association (NHTOA). David served as a director on the NHTOA Board in the mid-1990s, and he was president of the organization in 1994/1995.



David and Tanya owned and managed timberland in six New Hampshire towns, and the hallmark of their management is exemplary stewardship and multiple use management. Their lands are open for recreation and they have hosted many workshops and tours. For all of their work and dedication to stewardship, the Tellmans were recognized in 2007 as New Hampshire's Outstanding Tree Farm. And for his commitment to the forestry community and the NHTOA, David was awarded the Kendall Norcott Award, the NHTOA's highest honor, in 1999.