



Policy and Procedures: **Log Marketing Policy**

File Category: Administration/Policy and Procedures

Original date policy adopted: October 3, 2016

Resolution: CF29-2016

Date policy amended: n/a

BACKGROUND AND PURPOSE:

As part of the sustainable logging operations, logs are sold to various buyers to create revenue for the community forest. This policy provides guidelines regarding how logs will be marketed or sold.

LOG MARKETING POLICY

- 1) The Cascade Lower Canyon Community Forest (CLCCF) may sell logs by various methods, depending on what is most advantageous at the time, including but not limited to:
 - a) Utilizing the services of a log broker to market specific log sorts.
 - b) Selling by part or entire setting(s) with per cubic metre net revenue, generally resulting from a competitive process.
- 2) In situations where the CLCCF retains the rights to the sales destination of specific log sorts, the logs will be offered/marketed for sale in the following priorities:
 - a) First Priority: support of new or existing Hope and region wood industries. In this case, the CLCCF will solicit offers for log sorts which meet the requirements of local industry and at the same time contribute competitive net financial returns to the CLCCF.
 - b) Second Priority: support of domestic (BC and Canada) based industry, assuming competitive net financial returns to the CLCCF.
 - c) Third Priority: logs surplus to local and domestic requirements, as described above, will be available for export outside of BC and Canada.

A longer term objective is to foster the development of local wood manufacturers so that community forest values are enhanced.

End of policy.