# Web-Based Forest Sector Communities as Drivers for Economic Development

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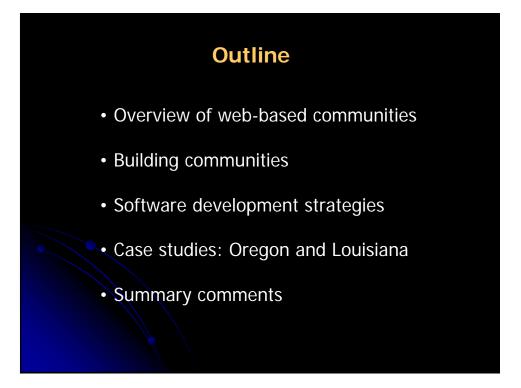
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Forest Products Society Annual Meeting-June, 2005

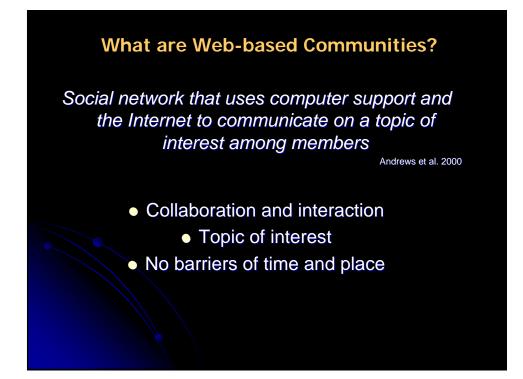
Oregon State University

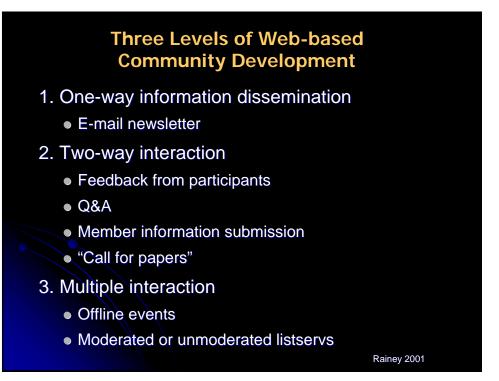


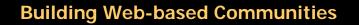
#### What is a Community?

Group of people who share social interaction and links between themselves and other group members, and who occupy the same area for some time Bellini and Vargas 2003

- Specific place
- Common ties
- Social interaction







- Mission and focus
  - Parallel to needs of the target demographic
- Content
  - Information rich; frequently up-dated
- Roles
  - Organizer, moderator, leader, members
- Technology and Usability
  - Intuitive
  - Bulletin board service, chat, mailing list, web-site, tele-immersion, 3D, video etc.
- Sociability and Trust

## **Keys for Success**

- Understand the target demographic
  - Information needs
  - Culture
  - Technology
- Attract participation
- Encourage contribution

- Trust enhancers
  - Policies and rules
  - Monitoring and facilitation by professionals
  - Directory of members
  - Association with reputable organization
  - Recommended
  - Registration

Andrews et al. 2002



#### **Software Development Strategies**

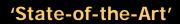
- The biggest challenges in building successful on-line communities are <u>social</u>, not technical
- Software development can be done:
  - In-house development & resident website
  - Contracted development / In-house resident website
  - Outsourced development / Contracted resident website
- Client should take lead in website specifications & layout

#### Overview of Web-based Forest Industry Communities

- ~44 states have some form of forest industry directory
  - Technology varies from hardcopy (including PDF file on website) to CD to interactive web community
- Information provided: company name/ address/ phone; species used; products purchased and produced
- Few are true "communities"

## Benchmark State-Level Web-based Communities

- 'Benchmark States'
  - California
  - Indiana
  - Michigan
  - Montana
  - Texas
  - Wisconsin
  - (Louisiana & Oregon to be discussed later)



- Searchable
- User-maintainable
- Request for proposals
- Transaction faciliatation
- Business development functionality
- On-line bidding (?)



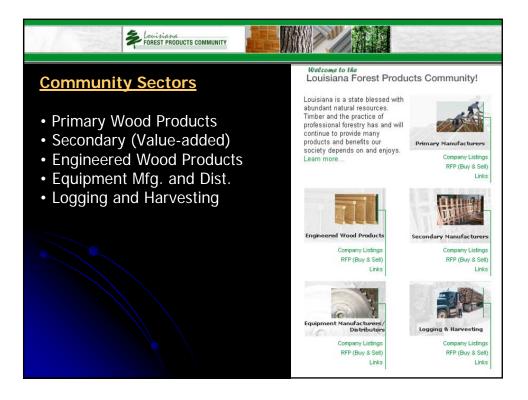


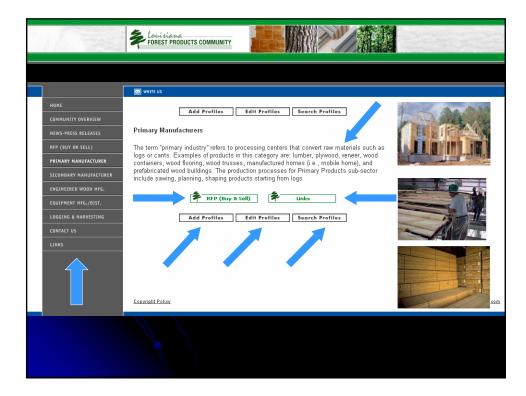












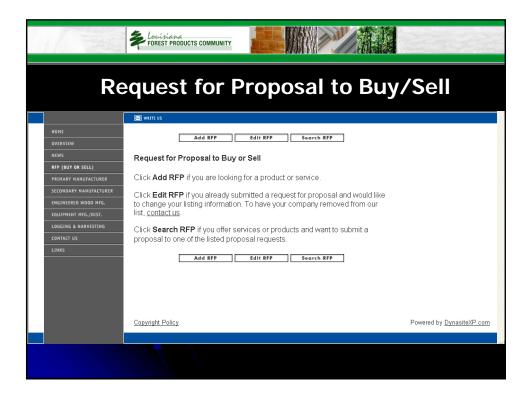
Co	mmunity Member Form-Example
	🖾 write us
HOME	Submit Reset
RFP (BUY OR SELL)	Company Address: Parent Company Address:
PRIMARY MANUFACTURER SECONDARY MANUFACTURER ENGINEERED WOOD MFG. EQUIPMENT MFG./DIST. LOGGING & HARVESTING CONTACT US LINKS	* Company Name: Na
	Company Web Site: Parent Company Web Site: http://
	Business Info: Annual please select  Years in please select  * Exporter?  Yes  No Export to Which

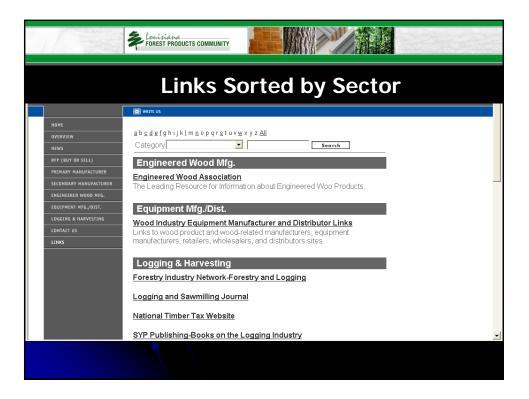
Community Member Form-Example
Additional Business Info:
Expertise Statement:
Products and Services Offered:
Shipping Modes (eg. truck, rail, container, etc.):
Distribution/Sales Area:
Waste/Residuals Generated (types):
Equipment/Machinery Used:

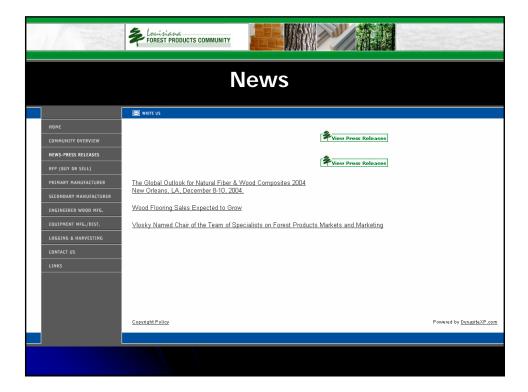
Community Mombor Form Example	
Community Member Form-Example	
Waste/Residuals Generated (types):	•
Equipment/Machinery Used:	
Dimensions Produced:	
Grades Produced:	
Wood-Based Raw Materials Used in Production Process:	
Species Used:	

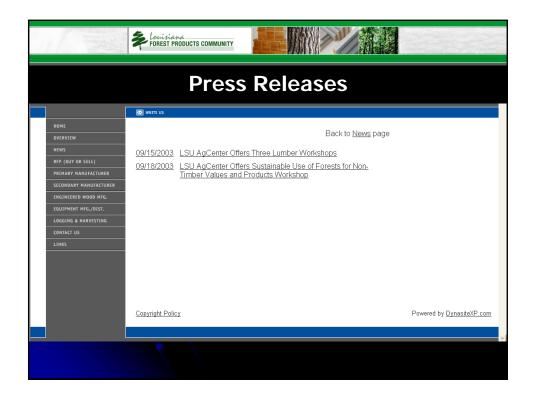
FOREST PRODUCTS COMMUNITY	
Community N	lember Form-Example
Primary Contact:	Secondary Contact:
* First Name: Middle Initial: * Last Name:	First Name:
Position: Address:	Position: Address:
City: Parish/ County: County: State: Zip:	City: Parish/ County: State: Zip:
Phone:	Phone:
* User Name: * Password:	

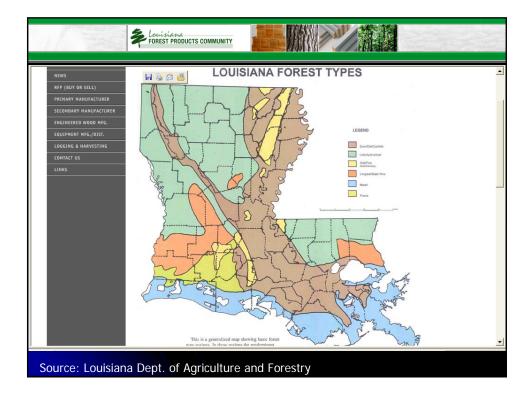
E Louisiana FOREST PRODUCTS COMMUNITY	
Community Men	nber Form-Example
Business Classification: PRIMARY 1) please select 2) Hardwood Lumber Oriented Strandboard (OSB) Arr, Pressure Treated Lumber Raitoad Ties Snekes/Shingles Snekes/Shingles Softwood Lumber Studs Veneer 6 5 4 2 5 4 2 4 4 4 4 4 4 4 4 4 4 4 4 4	<ul> <li>□ 1 - New □ 2 - Capital</li> <li>Orleans Region Region</li> <li>□ 3 - Bayou □ 4 - Acadiana</li> <li>Region Region</li> <li>□ 5 - Southwest □ 6 - Central</li> <li>Region Region</li> <li>□ 7 - Northwest □ 8 - Northeast</li> <li>Region Region</li> <li>□ 7 - Northwest □ 8 - Northeast</li> <li>Region Region</li> <li>□ A - National □ B - International</li> </ul>
Logo: Browse * Indicates required fields  Submit	Reset



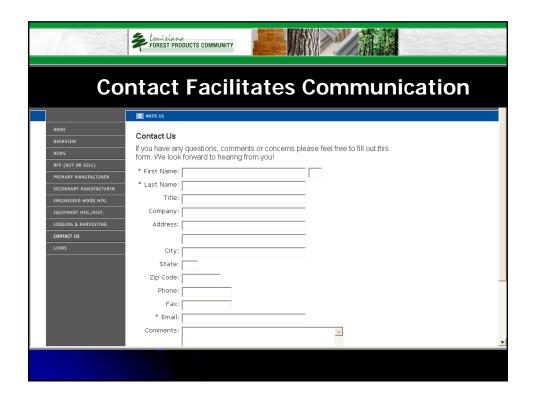








Forest PRODUCTS C						923.
			AND GROWING TIMI			
	PARISH	ALL	COMMERCIAL	%	GROWIN	G STOCK
		LAND	LAND	FORESTED	SOFTWOOD	HARDWOOD
		THOU	SAND ACRES		MILLION C	UBIC FEET
	Acadia	420.3	75.9	18	23.0	83.
	Aleo	489.9	346.9	70	261.9	144
	Ascension	189.4	90.4	48	261.9	142
	Assumption	219.0	128.5	59	20.0	309
	Avoyelles	541.7	147.3	27	21.8	245
	Beauregard	744.2	542.2	73	461.6	142
	Bienville	522.0	445.6	85	392.5	201.0
	Bossier	540.7	388.0	72	371.8	212
	Caddo	572.2	317.2	55	187.6	192.6
	Calcasieu	692.2	223.6	32	118.3	61.
	Caldwell		254.0	73	86.8	181.
	Catahoula	468.5	157.9	34	67.8	122
	Claiborne		396.9	81	416.3	191
	Concordia		151.1	33		269
	De Soto		359.7	66	355.7	188.
	East Baton Rouge		134.2	46	18.2	158.
	East Carroll	272.4	43.4	16	**	48.
	East Feliciana		158.5	58	116.4	101.
Courses Louisiana Dant of	Evangeline		192.9	45	236.9	112.
Source: Louisiana Dept. of	Franklin		89.3	22	29.7	96.
	Grant		333.3	80	318,3	238.
Agriculture and Forestry	Iberia		115.4	31	**	156.
Aquicultule and Folestly	Iberville		277.4	68	**	415.
5	Jackson		325,9	88	252.1	109.
	Jefferson Davis	421.5	50.8	12	53.1	31.
	Lafayette		12,3	7		20.
	Lafourche	730.0	114.1	16	++	212
	LaSale	408.3	347.6	85	173.2	194.
	Lincoln		225.8	75	240,1	117.0
	Livingston		327.2	77	273.5	271.
	Madison	403.7	118.8	29		170
	Morehouse		181.6	35	148.3	120.
	Natchitoches	808.7	553.1	68	398.7	278.
	Ouachita	401.2	256.5	64	155.7	207.
	Pointe Coupee		134.6	37		234.
	Rapides	858.4	576.2	67	428.5	345.
	Red River		151.3	60	71.8	99.
	Richland		58.0	19		61.
	Sabine		455.0	85	389.4	198.
			53.5	29		73.
	St. Helena	262.0	181.0	69	215.9	77.
	St. James		79.1	50	**	185.
	St. John the Baptist	136.3	76.9 154.7	56		141.
				27	10.9	
	St. Martin	479.4	315.5	06		548.
	St. Mary	392.1	124.4	32		202.1
	St. Tammany	559.0	361.4	65	233.6	256
	Tangipahoa Tensas		307.0 116.4	61 29	140.1	161.1
	Tensas. Terrebonne	398.5	71.3		-	
	Terrebonne	875.1	71.3	8 85	373.6	160.1







## The Oregon Forest Industry Directory

## • Primary Objective:

 to facilitate connections between 'links in the forest industry value chain' – forest landowners, primary sawmills, secondary manufacturers, and service providers

### The Oregon Forest Industry Directory

• Impetus:

- Change in primary processing infrastructure loss of markets for private landowners for large diameter logs
- Lack of information on infrastructure for 'underutilized species' (e.g., western hardwoods)
- Lack of information to foster product/ market development

## The Oregon Forest Industry Directory

#### • Functions:

- Searchable by keyword, company name, species, county, products purchased & produced, residues, services, industry code (or "view all")
- Request for proposals
- Maintenance existing entries log-in to update info; new firms simply fill out a form; "date of last update" displayed for visitors
- Directory Administration user-friendly interface to edit company info, add categories (species, products, etc.), change passwords, etc.



	Companies Update Their Own Information
	Oregon Forest Industry Directory
Home	This directory is currently under construction.
Company Search	
Company List	<u>Comments/ suggestions</u> are welcome.
View Requests for Proposals	Click here to report a problem
Add a New Company to the Directory	Oregon Forest Industry Directory user accounts are available to visitors who have registered their companies in the directory. To register your company, <u>add a new company</u> or <u>assign yourself to a</u> <u>company that already exists in the directory</u> .
Sign up to Edit a Company Already in the Directory Login	User name: Password: Login
	Forgot Password?

Change nystron's Password	
(enter twice)	
Change	
Current Database Information Mease enter your updated information below and click 'update' to update the	2 database.
Company Info	
Company Name *	If you have an OSWA membership number, you
Hardwood Components	may leave the company
	address, city, state, zip, and phone number blank.
Address * 20298 Highway 22	
20298 Highway 22	OSWA Member
	Member Number
РО Вох * Р.О. вох 39	
PTO: BOX 39	
City *	
Mehama	
01-1- X	
State *	
Zip code *	
97384	
County (Counties) *	
To select multiple counties, hold the control key while clicking on the county name.	
Baker A	
Clackamas	
Clatsop Columbia	
Columbia	
Crook	
Curry	

Log Buyers Info				
If your firm purcha	ses logs,	please fill-ir	n the infor	lation below
Log Buyer Info				
Log Buyer #1's N	lame			
Firs name				-
Dennis				
Last name Jenkins				
Jerikins				Basic Company Information
Log Buyer #1 Ph 503-859-2144	one			Dasie company micrimation
Log Buyer #1 Mo	bile Phoi	ne		
Delete Log Buyer #	<u>*1</u>			
Add a New Log Buy	/er			
Log Specification				
	Minimum	Maximum	Preferred	Notes
Length (feet)	8		40, 32	
Diameter (inches)	8	40	> 12	×
- NAICS Industry C	odes			N/4/00
113310-Logain				339992-Musical Instrument Manufacturing NAICS
115210-Suppor	t Activitie	s for Anim	al Producti	n 339995-Burial Casket Manufacturing
115310-Suppor	t Activitie	s for Fores	try	□ 339999-Burlai Casket Manufacturing Classifications
236115-New Si			Constructi	
236118-Resider				423220-Home Furnishings Merchant Wholesalers
236220-Comm			nstruction	423310-Lumber, Plywood, Millwork, and Panel Whisirs
238160-Roofing				423390-Other Const Material Merchant Whisirs
238330-Floorin				423440-Other Comm Equip Merchant Whisirs
238350-Finish (				☐ 423710-Hardware Merchant Wholesalers ☐ 423830-Ind Machinery and Equip Merchant WhsIrs
238390-Other E				□ 423830-Ind Machinery and Equip Merchant Wholesalers
S28330-HI OLU	er special	Ly Trade Co	niraciors	- +256+0-industrial supplies merchanic wholesalers

Species			
🗹 Alder, Red	🔲 Hardwoods, eastern	🗌 Pine, ponderosa	
Ash, Oregon	🗌 Hardwoods, western	Pine, s. yellow	
Ash, white	🗌 Hem-fir	Pine, sugar	
Birch, white	Hemlock, western	Pine, western white	
🔲 Cedar, Alaska yellow-	🗌 Hybrid poplar	Poplar, yellow (tulip)	
🔲 Cedar, eastern red	🔲 Juniper, western	Redwood	
Cedar, incense (pencil)	Larch, western (tamarack)	Softwoods, mixed	
Cedar, Port-Orford	🔲 Madrone, Pacific	SPF (spruce-pine-fir)	
🗌 Cedar, western red	Maple, bigleaf (western)	Spruce, Engelmann	Craadaa
🗖 Cedars, western	🗖 Maple, hard	Spruce, Sitka	Species
Cherry	🗖 Maple, soft	Tanoak	•
🔲 Chinkapin	Myrtlewood, Oregon	🗌 Walnut, black	
Cottonwood	🗌 Oak, California black	White woods	
🗖 Douglas-fir	🗹 Oak, Oregon white	Yew, Pacific	
Exotic Hardwood	🔲 Oak, red		
🔲 Fir, grand	Oak, white (eastern U.S.)		
Fir, white	🗖 Pine, lodgepole		
Animal bedding	Firewood	□ Mantels, wood	
Products	2.15	(17) Factor	
Architectural millwork	Fixtures, custom	MDF (Medium Density Fiberboard)	
Bark	Fixtures, store	Medicinals	
Baskets	Flooring	Mouldings	
Beams, laminated	Floral products	Mushrooms	
Bed Frames	Furniture	Musical instruments	
Benches	Furniture parts	Pallet cutstock	
Birdhouses/ feeders	Furniture, antique rep		
Boughs	Furniture, church	Panel, T&G (wainscot)	Products
Boxes, wood container		Paneling	Products
Buildings, prefab	Furniture, custom	Paper	
Burls	Furniture, hospital/ de		
	oard Furniture, hotel/ mote		
Cabinet door cutstock	Furniture, household	Pellets (fuel)	
Cabinets	Furniture, office	Picnic tables	
Cabinets, commercial	Furniture, outdoor	Picture frames	
Cabinets, hospital	Furniture, restaurant	Planters	
Cabinets, household	Furniture, unfinished	Playground/ gym structures	
Cabinets, kitchen	Futons	Plywood, hardwood	

Request for Proposals
Back to Proposals List
Add a Proposal Proposal Title:
Proposal Description:
<ul> <li>Buying ● Selling</li> <li>When to activate this proposal:</li> <li>May ● 04 ● 2004 ●</li> <li>When this proposal will expire:</li> <li>June ● 04 ● 2004 ●</li> <li>Submit Proposal</li> </ul>

## The Oregon Forest Industry Directory Steps

- Benchmark other states, 'borrow' best practices/ features, develop specifications
- Secure funding and project manager (i.e., website admin)
- Provide programmers with specs.
- Gather existing data (e.g., from existing forest industry directories); format and upload to web
- Demo beta version for select users (as part of workshop on web-based marketing)
- Implement suggested changes (where feasible)

Next steps – promote widely; encourage existing firms to update/ add detail to their entries

#### **Summary Comments**

- Communities are beneficial in facilitating common goals
- The Internet offers a unique infrastructure for spacial communication and community development
- Outcomes can be macro (geographic, industrylevel market development, economic development) or micro (transaction, new business)

