

NONTIMBER FOREST PRODUCTS

Income Opportunity Resources



NTFP INFORMATION EXCHANGE

www.ntfpinfo.us

This website was created to help small forestland owners commercially develop nontimber forest product (NTFP) resources on their land for extra income. NTFPs broadly include all non-industrial vegetation in forests and agroforestry environments that has, or potentially has, commercial value. Commonly collected NTFPs include wild mushrooms, berries, ferns, tree boughs, cones, moss, maple syrup, honey, and medicinal products such as cascara bark and ginseng. The website is a clearinghouse of free resources and includes 100s of downloadable factsheets and training guides, a national species database, digital photographs and videos, and links to buyer and seller directories and other NTFP sites.



Oregon Forest Industry Directory

www.orforestdirectory.com

This regional web-based directory lists buyers and sellers of forest products and has an extensive section devoted to nontimber forest products. The directory is a helpful tool for buyers and sellers of NTFPs as well as for landowners researching and networking with NTFP commercial interests. Use and registration is free. At the website you find video tutorials and contact information for people that can help you with the site if you need.

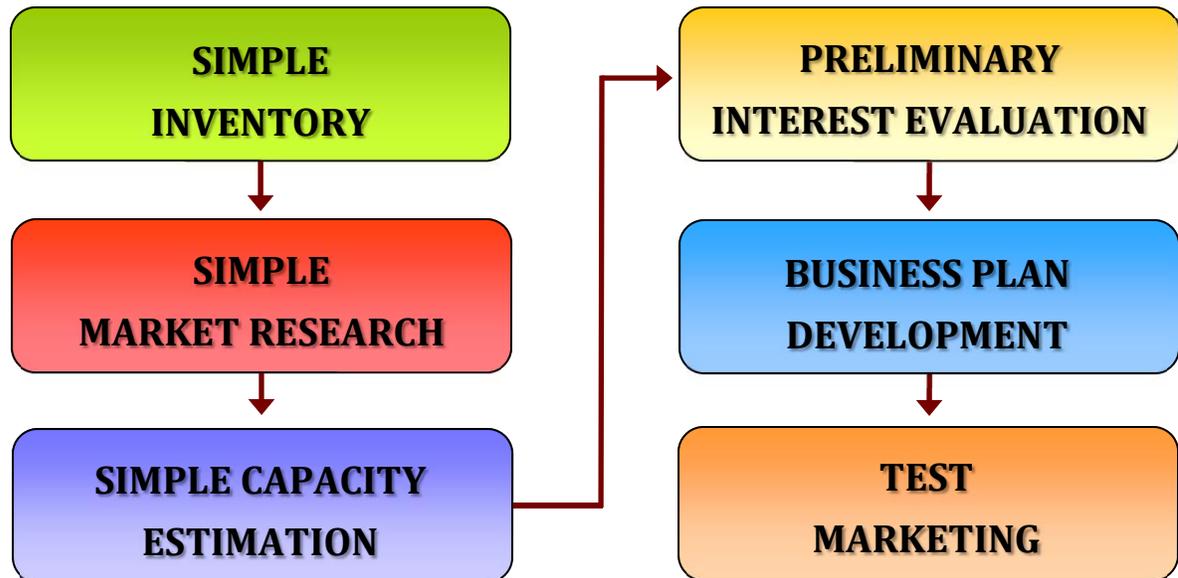


Institute for Culture
and Ecology



United States
Department of
National Institute
of Food and
Agriculture

STEPS FOR STARTING A NEW NTFP BUSINESS



Simple Inventory - Walk your land, visually observe, and make a simple list of the NTFP species you see. Roughly estimate by low, med, and high what the abundance, quality and accessibility is. If you can take digital photographs take images from 40, 10, and 1 feet. If you can take digital waypoints take them where you take photos and then map them in a free program like Google Earth (training guide at www.ntfpinfo.us)

Simple Market Research - Get a feel for what NTFP products are being bought and sold by checking the www.orforestdirectory.com and www.ntfpinfo.us websites, observing products in the marketplace (e.g., grocery stores, nurseries), and by talking with businesses, extension agents, and others working with NTFPs.

Simple Capacity Estimation - Begin to gauge your capacity by writing down what you already have that might be of use in an NTFP business. For example, how much forestland do you own, what equipment is available, do you have cold or dry storage, what is the available labor, what transportation is available?

Preliminary Interest Evaluation - Write down your wants and needs. For example, are you looking to make enough money to make a living wage or just offset your property taxes, how much time can you allocate, do you have potential partners, how many years are you willing to invest in building the business?

Business Plan Development - Business plans help structure your ideas and information and are often required for securing business loans and attracting investors. Writing a good business plan can be difficult and will take time, but if you get a template you can add in information gradually and it won't be so overwhelming when you need one to raise capital. Don't be discouraged by unfamiliar concepts and ignore items in your business planning template that don't apply to your situation. You will find many resources available to help you complete a plan including free business mentors at www.score.org.