

**FACTORS AFFECTING LANDOWNERS' DECISIONS
NOT TO ENROLL IN THE MANAGED
FORESTLANDS PROGRAM: AN EARLY RESPONSE**

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Introduction

Wisconsin's Managed Forestland Program (MFL) was signed into law in 1985 and landowners were first accepted into the program in 1986. (see Appendix A for a summary of the program) The Wisconsin Department of Natural Resources and University of Wisconsin-Extension were directed by the state legislature to study and evaluate the operation and management of the first 5 years of the program and report their findings and recommendations to the legislature before January 1, 1992. The survey reported here is one element of that study and evaluation. In addition, this study was used by the authors to assist in structuring questions for a statewide survey related to the acceptance of the MFL program. A full report on that research will be forthcoming in early 1992 and a supplemental report is attached to the 1991 Joint DNR/UW-Extension report "Wisconsin's Managed Forest Law: The First Five Years".

The managed forestland program was designed to encourage private landowners to manage their land accordingly to sound forestry practices which generally require management for timber production. The law also allows management for resources such as wildlife habitat, watersheds, aesthetics and endangered and threatened plant and animal species where consistent with landowner objectives and approved by the DNR.

Landowner participation in the MFL program at a level greater than the past enrollment under the Forest Crop or Woodland Tax Laws is essential if the legislative intent of the law is to be realized. Knowing which aspects of the program tend to discourage

participation can lead to modifications that will encourage more landowners to participate.

Between February 5, 1987 and July 10, 1991, 100 woodland owners who had chosen not to participate in the program were surveyed to determine their reasons for not participating. Information on the survey methods and the respondents is included in Appendix A of this report.

A. Location of Landowners and Their Woodlands

The woodlands owned by the respondents to the survey were located in thirty-seven of the states' seventy-two counties (number of respondents are in parenthesis following each county): Ashland (4), Adams (6); Barron (14); Barron and Trempealeau (1); Barron and Washburn (1); Barron and Rusk (1); Bayfield (2); Buffalo (3); Chippewa (1); Chippewa, Douglas, Iowa and Rusk (1); Clark (1); Douglas (3); Clark (2); Clark and Wood (1); Dane (3); Dane and Richland (1); Dunn (3); Florence (2); Forest (1); Forest, Oneida and Sawyer (1); Grant and Richland (1); Iowa (1); Iowa and Lafayette (1); Iron (2); Lafayette (2); Langlade (1); Lincoln (3); Manitowoc (2); Marathon (2); Marinette (2); Oconto (2); Oneida (1); Polk (6); Portage and Waupaca (1); Racine (1); Richland (3); Rock (1); St. Croix (3); Sauk (1); Shawano (8); Taylor (2); Vilas (1); Waukesha (2).

Nearly all the respondents were Wisconsin residents, only 6 resided out of state.

Figure A COUNTY LOCATION OF WOODLANDS OF OWNERS SURVEYED

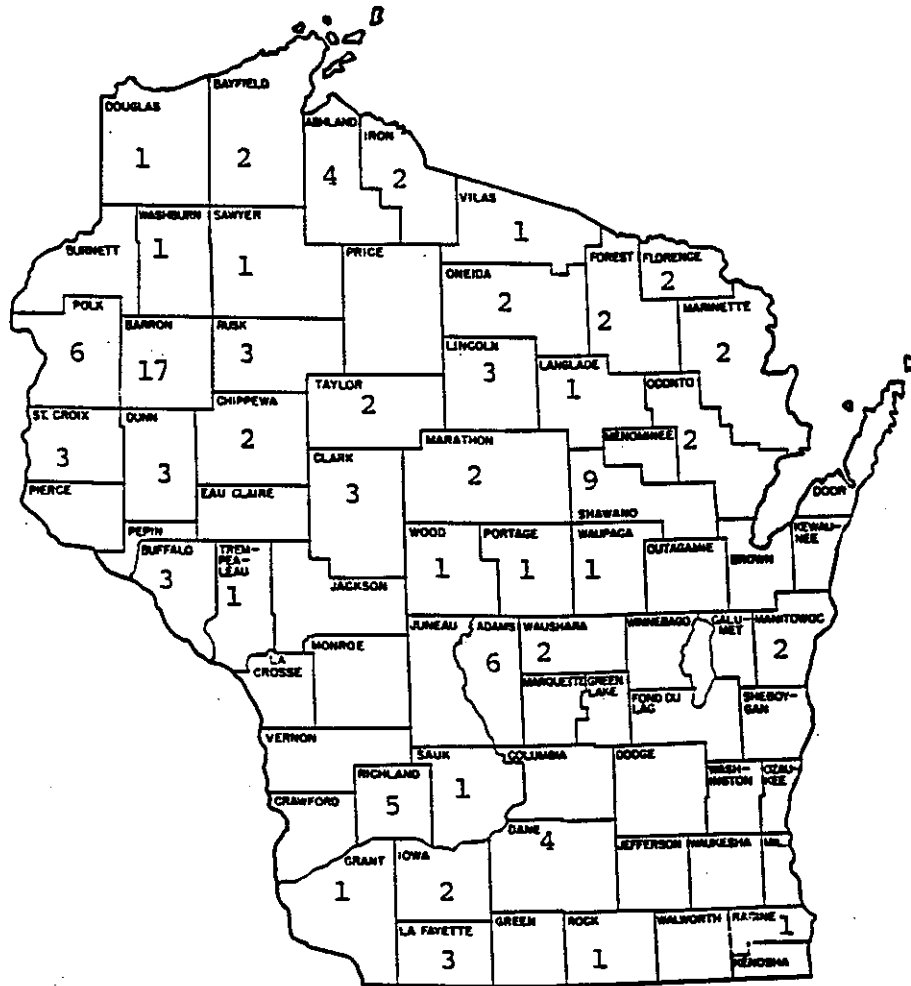


Table A Location of Residence of Woodland Owner

<u>Location</u>	<u>Number and Percent of Respondents</u>	
Wisconsin:		
County identified	88	88%
County not identified	1	1%
Illinois	5	5%
Minnesota	4	4%
State and County not identified	2	2%
TOTAL	100	100%

Nearly 70 percent of the woodland owners surveyed owned woodlands located in the same county in which they resided.

Table B Location of Woodlands Compared to Location of Residence

	<u>Number and Percent of Respondents</u>	
Woodlands in same county as residence	69	69%
Woodlands not in same county as residence	29	29%
County of residence not reported	<u>2</u>	<u>2%</u>
TOTAL	100	100%

The respondents' woodlands ranged in size from 10 to 1,500 acres. Mean size was 149 acres. This is considerably higher than the average from the statewide 1984-85 study. That study established the statewide average of 42 acres per landowner, but included those who owned as little as 1 acre, to landowners who might have owned as much as 10,000 acres.

Table C Distribution of Woodland Owners by Acreage Size

<u>Acres</u>	<u>Number and Percent of Respondents</u>	
1-9 (not eligible for MFL program)	0	0%
10-19	3	3%
20-49	21	21%
50-99	27	27%
100-199	26	26%
200-499	14	14%
500-999	3	3%
1,000 or more	4	4%
No Response	<u>2</u>	<u>2%</u>
TOTAL	100	100%

B. Reasons for Owning Woodlands

Owners were asked to select their two most important reasons for owning their woodlands. The respondents to this survey, as in many other surveys conducted in Wisconsin and elsewhere, profess multiple and diverse reasons for owning.

Of the reasons listed, four were chosen most often and in about equal numbers. These were: "to have the opportunity to enjoy or view wildlife", "scenic enjoyment", "to produce timber to sell"*, and "to have land to hunt on". Fewer owners, but still relatively large numbers, chose "to produce forest products for my own use". Relatively few owners chose "non-motorized recreation". Twenty-two respondents gave reasons other than those that were listed in the question. While most respondents ranked their two most important reasons for owning woodlands, some owners chose instead to indicate their most important reasons without ranking them. The responses are summarized below.

*Since most of the respondents become involved in this survey because they had contacted a DNR forester about forest management options, and since they were owners of larger than average acreages or would expect a fairly large proportion to be interested in producing timber for sale. This reason for owning, as well as the others selected most often, is consistent with the objectives of the MFL.

Owners' Stated Reasons for Owning Woodlands
Number of Times Selected

<u>Reason</u>	<u>Ranked #1</u>	<u>Ranked #2</u>	<u>Chosen, but not ranked</u>	<u>TOTAL</u>
To produce timber to sell	20	14	2	36
Scenic enjoyment	11	15	10	36
To have land to hunt on	8	16	8	32
To produce forest products for my own use	14	8	6	28
To have the opportunity to enjoy or view wildlife	13	13	11	37
Non-motorized recreation	1	6	5	12
Other*	8	7	8	23

*Note: "Other" responses were: "to produce maple syrup"; "production of maple syrup, future home"; "it is just part of my land"; "it is just part of my land"; "part of my farm"; "part of my farm"; "it is just part of my land"; "inherited"; "inherited and bought for my sons"; "motorized recreation"; "sell"; "produce forest products as business"; "gathering food"; "educational purposes"; "home site and garden"; "came with the farm"; "development potential"; "sell later at a profit"; "made poor ag land useful"; "part of land holdings"; "to live on"; "part of my land"; "to increase value of adjacent property".

Most owners consider themselves to be managing their woodlands, either for timber or non-timber purposes or for both. Seventy (more than two-thirds) of the 100 owners said they managed their woodlands, thirty (less than one-third) said they didn't. Of the managers, 31 managed only for timber production, 14 only for non-timber, and 25 for both purposes.

C. Reasons for Not Enrolling Woodlands in the Managed Forestlands Program

Given the diversity in woodland owners' economic and social characteristics and in their reasons for owning woodlands, it might be expected that they would have a variety of reasons for choosing not to enroll in the MFL program. The data bear this out. However, some reasons for not enrolling are more widely shared than others, indicating that some modifications to the MFL program might increase participation in it. For example, nearly one in three owners said that the reason they did not participate was because the required contract period (25 or 50 years) was too long.

Twenty-four percent cited the requirement that they open part of their land to public access (landowners may elect to close up to 80 contiguous acres to public access) as a reason for their choosing not to participate. These respondents owned from 32 to 1,170 acres of woodlands. Their average (mean) ownership (excluding the 1,170 acre outlier) was 230 acres. Three of these respondents owned less than 80 acres, but elected not to participate in the program because they were precluded from closing all of their parcels since the parcels were not contiguous as required in the law.

Sixteen percent indicated that they did not want others involved in making decisions about their woodlands (i.e., the management requirements of the MFL program were unacceptable to them); presumably they would choose not to participate in any program that was designed to significantly influence management of their woodlands.

Twenty-four percent felt that they did not know enough about the program to make a decision to participate.

Table D Owners' Reasons for Not Enrolling Lands in the Managed Forestlands Programs

	<u>Number of Times Selected</u>			<u>TOTAL</u>
	<u>Ranked #1</u>	<u>Ranked #2</u>	<u>Chosen, but not ranked</u>	
A 25 or 50 year contract period is too long	11	5	13	29
Want to close to public access more than the law allows (80 ac)	9	6	9	24
Don't want others involved in making decisions about my woodlands	2	6	8	16
Don't know enough about the program	14	3	7	24
Financial benefits (tax reduction) too small	6	7	4	17
Penalty for withdrawal is too severe	3	2	6	11
Don't want to pay the \$1 per acre fee in order to close to public access	0	4	4	8
Want to lease land to others	2	4	0	6
Don't want a lien on my property	2	3	6	11
Too much trouble to apply	2	6	4	12
My acreage is too small to qualify	1	1	2	4
Don't want to increase neighbor's taxes by lowering my own	1	0	1	2
Don't want to do the required management activities	1	2	2	5
Other	5	2	6	<u>13</u>
Total items chosen				182

Those who indicated that the public access requirement (see Appendix A) was a factor in their non-participation (24 respondents) were asked to identify the public access activities that were objectionable to them. Hunting was cited by 83 percent of these respondents as an objectionable activity, followed by 29 percent who objected to fishing. By comparison, hiking, sightseeing and cross-country skiing were seldom cited. Those landowners who object to public access on their lands seem to be more concerned about activities that consume the resource (hunting and fishing), or compete with their own consumption of it, or that they perceive to be a threat to their personal safety, than they are about the non-consumptive activities of sightseeing, hiking and cross-country skiing. However, it may also be that they have seldom been confronted with non-consumptive types of public use of their land and, consequently, are more tolerant of these activities.

Table E Public Access Activities Objected to by Woodland Owners not Participating in the MFL

<u>Objectionable Activity</u>	<u>Number of Times Cited</u>
Hunting	20
Fishing	7
Sightseeing	4
Hiking	4
Cross-country Skiing	1

Note: 24 respondents objected to public access on their property, thus 24 was the maximum number of times any single activity could be cited.

Twenty-one owners gave "other" reasons for not enrolling their woodlands in the MFL program. Many of those giving "other" reasons simply restated reasons chosen earlier, or gave further explanation or justification for their choices. Their responses are summarized in the Appendix B to this report.

As mentioned earlier, landowners who elected not to participate in the MFL program gave a variety of reasons for doing so. As it was developed, the law incorporated many mandatory requirements, rather than allowing the requirements to develop under agency administration rule-making. Therefore, many of the more significant potential changes would require action of the legislature in the form of an amended or new law. Some others could be developed through the DNR administrative rule-making process, and still others could be initiated by "educational" resources such as the DNR-Bureau of Forestry and UW-Cooperative Extension. Three of the four top reasons for not participating would apparently require changes to the statutes and/or administrative rules in order to respond to the concerns of the non-participants.

Table F Owners' Reasons for Not Participating and Type of Action Which Could be Responsive to Each Reason

	<u>Statutory Change</u>	<u>Administra- tive Rule Change</u>	<u>Educa- tional Change</u>
A 25 or 50 year contract period is too long	X	-	-
Want to close to public access more than the law allows (80 ac)	X	-	-
Don't want others involved in making decisions about my woodlands	X	X	
Don't know enough about the program	-	-	X
Financial benefits (tax reduction) too small	X	-	-
Penalty for withdrawal is too severe	X	-	-
Don't want to pay the \$1 per acre fee in order to close to public access	X	-	-
Want to lease land to others	-	X	-
Too much trouble to apply	-	-	X
My acreage is too small to qualify	X	-	-
Don't want to increase neighbor's taxes by lowering my own	-	-	X
Don't want to do the required management activities	X	X	-

Finally, the woodland owners surveyed were given the opportunity to answer the statement, "What would be the best kind of encouragement that could be given to you to manage your forestlands?". Fifty owners responded to the invitation. Many felt that their management activities were sufficient and not in need of any further encouragement. Others mentioned such things as better markets, greater tax reduction, changes in the MFL eligibility and public access requirements, and continuation of DNR's technical assistance program. Their responses are shown in Appendix C to this report.

D. Discussion

If significantly increasing the number of participants and acreages in the MFL program is an important goal, it appears that there are some program modifications that could lead to that result. Landowners' reasons for owning their woodlands and their individual perspectives are so varied and diverse that policy makers should not expect a single change to have a dramatic impact. However several changes, taken together, might influence a significant additional number of non-participants to participate.

a. Contract Period

The most often cited reason for not participating was that the contract period (25 or 50 years) was too long. This requirement is not negotiable, although the management plan adopted by the owner and approved by DNR may be amended during that period, if both parties agree to the changes. Owners may withdraw their lands from the program before expiration of the

contract but are subject to a substantial penalty. The major justifications for the lengthy contract period is that much natural resources management, including timber production, is a relatively slow process requiring substantial time for the forestland to develop. The justification for the withdrawal penalties is that landowners should be discouraged from entering lands into the program and later withdrawing them just to gain short-term property tax relief. Still the contract period was considered too long for their purposes by nearly a third of those deciding not to get into the program. With almost half of the total survey population 55 or older, a long-term contract may not be perceived as desirable to an older population. Many of the resource benefits the program advocates are beyond the present landowner's expected tenure. For example, while most older landowners could be expected to plant trees as a legacy for the future, they may not perceive that the harvesting of trees under their tenure could occur. If this is indeed the case, it would seem to place the private non-industrial owners apart from industrial owners--corporations--who would value long-term sustainability.

b. Public Access

More than a quarter of the landowners who decided they did not want to participate in the program felt that the public access requirement was not consistent with the way they wanted to manage their land. Many owners object to allowing

the public to use their land for an activity they object to, primarily hunting and, to a lesser extent, fishing. Some other owners apparently don't object to public use of their woodlands for any of the recreational activities specified in the MFL program (including hunting and fishing) but do want to control the numbers and perhaps type of people on their land at one time. Other owners may not object to public access as long as they can realize some income and at the same time control the numbers on the land through a lease arrangement. The current administrative rules do not allow leasing of lands enrolled in the MFL program.

So there are owners who apparently are willing to accommodate public access, but not what they consider to be the "uncontrolled" public access which is now required under MFL. These people tend to own somewhat larger acreages than those who don't object to the access feature in the law; consequently, they could bring larger than average acreages into the program if their concerns about public access were addressed. One way of responding to this concern would be to require public access on all lands, but only for the less objectionable activities (hiking, sightseeing, cross-country skiing) and require a fee, to close land to the more objectionable activities (hunting and fishing), but do not limit the acreage which could be closed.

Another possible response to this concern would be to redefine "public access" to mean "controlled public access",

and to permit landowners to meet the public access requirement by showing evidence of controlled access and use of their lands, either through leases or some other evidence of use by the owners, their families or friends. This could be very difficult to administer. All of these options need further study and evaluation in that they need to be balanced between what is desired by the private owner and what is "good" public policy.

c. Tax Incentives

Greater amounts of tax reductions and less severe penalties for early withdrawal were expressed as concerns. The implications of both of these modifications need additional study, especially with an overall state average of a tax reduction of slightly more than 80 percent for those owners in the program.

d. Education Programs

Several studies in Wisconsin, including this one, show that lack of knowledge about forest assistance programs still exceed the significant efforts of organizations such as University Extension, DNR, county conservationists, woodland and industry owner associations, etc. to provide information about the MFL program. Turnover in ownership and the increasing sophistication of owners necessitate continuous efforts to provide people with basic information about the MFL

program. In that way, they can make informed decisions about their participation.

e. Management Decisions

There appear to be a significant proportion of owners who simply want to make their own management decisions and will not be persuaded to pursue other, possibly "better", management goals by the incentives in the MFL program (i.e., they would prefer to be exempt from following any management goals or requirements imposed by the program; for example, the one third of owners who cited the 25-50 year contract period as a reason for their not participating). Consequently, there are limits to the proportion of woodland owners who will ever enroll in the program. Because of this we need to set realistic goals for participation and to target informational and technical assistance efforts to those who are most likely to participate.

This survey documents owners' reasons for not participating at one point in time. Over time, their perception of the program may change. Therefore, additional surveys should be done every several years to determine any changes in their reasons for not participating. In addition, it might be equally useful to research why landowners do enroll in the MFL program. Often "peer" activities, which are considered successful by the participants, can influence a change in behavior to non-participants.

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APPENDIX A

Table 1.

Basic Features of the Forest Crop, Woodland Tax and Managed Forest Laws

<u>Forest Crop Law</u> (Enacted 1927 - Repealed 1985)	<u>Woodland Tax Law</u> (Enacted 1954 - Repealed 1985)	<u>Managed Forest Law</u> (Enacted 1985)
Tax Rate:		
\$0.10 or \$0.74/acre/year depending on year of entry. Special class pays 20¢ per acre. Land is open to public for hunting and fishing. Rates will be re-adjusted in 1992, and every 10th year thereafter.	\$1.49/acre/year. Lands are not open to public hunting and fishing. Rates will be re-adjusted in 1992, and every 10th year thereafter.	Owner has option to open or close land. \$1.74/acre/year on closed lands; \$.74/acre/year on open lands. Rates re-adjusted in 1992, and every 5th year thereafter.
Public Access:		
Open to hunting and fishing only.	Not required.	Open lands must permit hunting, fishing, sightseeing, hiking, cross-country skiing. One area up to 80 acres may be closed to public access by the landowner.
Contract Length:		
25 or 50 years	15 years	25 or 50 years
Timber Harvest Tax:		
10% severance tax based on rates in effect. State recovers \$0.20 aid payment to towns & returns excess to towns who must share 20% with county.	None	5% yield tax based on rates in effect. 50% of this goes to the state conservation fund, 50% goes to town who must share 20% with county.
State Aid Payments to Towns:		
\$0.20/acre/year	None	\$0.20/acre/year
Minimum Acreage:		
Full quarter-quarter section, fractional or government lot (no more than 20% of area may be non-forested).	Minimum 10 contiguous acres not to include a full quarter-quarter section, government or fractional lot (no more than 20% of area may be non-forested).	Minimum 10 contiguous acres (at least 80% of area must be capable of producing 20 cu.ft. of merchantable timber per year).

Continued...

Forest Crop LawWoodland Tax LawManaged Forest LawWithdrawal Penalty:

Difference between ad valorem tax and forest crop tax paid with credit for annual acreage share payment to the town plus 5% or 12% simple interest less any severance tax paid plus interest. Authorized withdrawals and transfers vary with year of entry.

1% of average F1 value in county in year prior to withdrawal x number of acres x number of years. Partitions allowed only under limited circumstances.

Regular property taxes in the year prior to withdrawal x number of years under the law or 5% severance tax on standing timber or (whichever is higher), less acreage share payments and yield tax payments.

Termination of Contract:

Nonrenewal results in a 10% severance tax assessment on the merchantable standing timber.

No penalty for nonrenewal.

No penalty for nonrenewal.

Landowner ManagementRequirements:

Use sound forestry practices.

Follow signed management plan.

Follow signed management plan.

Transfers of Ownership:

Notify DNR within 10 days.

No transfer form required or provided.

Notify DNR within 30 days. Pay a \$20 transfer fee.

New designations of forest tax land are now made only under the Managed Forest Law. FCL and WTL contracts continue until the agreed terms expire. No early conversion of FCL and WTL land to the new program is provided for in the statutes. Only by voluntary withdrawal (and payment of FCL or WTL withdrawal taxes) are those parcels eligible for MFL entry. The last WTL contracts expire December 31, 2000. The longer term FCL agreements run through 2035.

APPENDIX B

"Other" Reasons Cited for Not Enrolling Woodlands in the MFL Program:

"I need control of my property for my business."

"I feel I should pay 'some' taxes."

"I want to preserve this area as is--no management for entire 40 acres."

"Do not want to cut any trees--ever."

"For aesthetic reasons we do not want to be forced to cut our healthy mature trees."

"Severance tax on cut products too high for a Christmas tree grower."

"5% yield tax on timber to cut 2nd year in contract."

"There is no control over the five year adjustments and yet a landowner is penalized for withdrawal from a program with no "worst case" guarantee."

"Landowner feels he would have to withdraw from program in order to sell property."

"Concerned about Native Americans' right to access tax law lands."

"Although landowner wishes to lease land; closing it to public access is almost as important. He objects to anyone being allowed to hunt on his land, but doesn't care about sightseeing, hiking, etc. just hunting."

"Opening to the public means litter, destroyed fences, fire hazard from smokers and little control of motorized access. To most people 'open land' means 'land to abuse'."

"I allow hunting but for safety and success. I like to control the numbers of hunters at one time."

"Haven't had time to fully evaluate the program. Will consider it again next year."

"Difficulty in getting loggers to harvest scattered, marked trees."

"Have 40 acres under FCL; would like to add balance of 15 acres and then manage under MFL, but law forbids without paying to withdraw from FCL program."

"Not sure of how to handle if I wished to sell all or part."

"Don't want impediments to sale (of the land)."

"Parcels don't meet productivity or other requirements."

"Should I need to profit one day, from my woodlot I would not want the restrictions imposed."

APPENDIX C

Owners' Responses When Asked For "the Best Kinds of Encouragement that Could be Given to You to Manage Your Woodlands":

"After being involved in a TSI program, the desire to enter another management program for our woodlot is minimal. We manage towards sugar bush and thin very conservatively."

"My forest is managed."

"I consider that I am adequately managing my lands at this time."

"Actively managing land already."

"I will manage my forestland under the proper forestry guidelines as I see fit. (Foresters note: Landowner does a reasonable job managing their forestland by seeking advice, then deciding if it is, or is not alright for them)."

"I need no encouragement, I'm doing a fine job managing it."

"None. I am doing farm practices, planting trees, etc. and will consider reapplying in a future year."

"Retain more control."

"Better markets."

"Good markets and being paid what wood is worth!"

"Additional tax incentive."

"More financial incentive."

"Tax reduction without having to harvest mature timber."

"Tax reduction."

"Tax reduction must be guaranteed."

"Eliminate public access part of law. Reduce acreage share."

"To be able to post all of it to the public, who steals my Xmas trees, destroys my property, ruins my hunting and steals my equipment."

"Increase the area that may be closed or having open hunting as one of the restricted activities for the "open" designation."

"Allow owner to lease land for hunting so as to make additional annual income and to better control the hunters on the property."

"Give me more privacy from the public."

"To be able to close the entire area from public access."

"Penalty for withdrawal must be very minimum, if any."

"Allow smaller acreage eligibility--5 acres?"

"Reduce the minimum acreage acceptable for this law/program. FCL/WTL minimum was 20 acres. I am not knowledgeable regarding the MFL minimum acreage."

"10 year contract (no taxes)."

"Shorter contract period."

"A shorter term contract."

"Shorten the contract time."

"There would be no amount of encouragement to change what is being done now."

"Farmers do not give up any property rights for any of their programs. Get Dept. of Ag. to form our programs; they take care of their people."

"The encouragement and advice given by the DNR is sufficient."

"More help from county and federal forester."

"Free management advice from local DNR forester. Had applied for MFL but didn't sign mgt. plan for the above reasons."

"Keep the management system as is. No private consultants. The _____ forester has done an excellent job for me."

"Continue Bureau of Forestry. DNR land owner assistance to private landowners."

"Provide service to plant trees for landowner and

management advice without having to seek it out and then waiting a long time to receive it."

"Have the DNR forester help manage it."

"More information at this time. What about liability?"

"More information."

"Perhaps I need more information."

"A ban on hunting."

"Don't have the time to manage it. Had applied for MFL but didn't sign mgt. plan because of harvest which was scheduled. He agreed it was needed, but didn't have time to do it, and didn't want anyone else in his woods."

"Not so many restrictions."

"An assurance that I have the opportunity to prepare the management (plan) in accordance with my management desires-- wildlife--smaller irregular shaped clearings/aspen regeneration."

"Have specific tax information for your accountant and IRS in writing that give how and when the cost sharing is to be expensed."

"Allow highly qualified tracts to remain old growth forest for study, research."

"Beside tax relief provide management assistance."

11. Are any of your woodlands currently enrolled in the Managed Forestland (MFL) program, the Forest Crop Law (FCL) or the Woodland Tax Law (WTL)?

No _____ Yes _____ (If "yes", answer the remaining questions for your woodlands that are not enrolled in the MFL, the FCL or the WTL.)

12. As of now, what are your TWO most important reasons for not enrolling some or all of your woodlands in the Managed Forestlands (MFL) program at this time? Mark the first most important reason 1, and the second most important reason 2.

I'm aware of the program, but don't feel I know enough about it to decide at this time. _____

My acreage is too small to qualify. _____

I want to lease my land to others for recreation. _____

The financial benefits (tax reduction) are too small to be of interest to me. _____

I want to close to public access more acres than the law allows (80 ac.)* _____

*If you checked this one, how much of your land would you like to close to public access?. _____ acres

Which public access activities do you object to, if any:

Fishing _____, Hunting _____, Hiking _____, Sightseeing _____, Crosscountry skiing _____

I don't want to pay the \$1 per acre required to close acres to public access. _____

A 25-50 year contract period is too long. _____

Too much trouble to apply (forms, plans, paperwork, etc.) _____

I don't want a lien on my property. _____

I don't want to increase my neighbors' taxes, by lowering my own taxes. _____

Too much trouble to do the management and/or harvesting activities that would be required _____

The penalty for withdrawal is too severe. _____

I won't want others involved in making decisions about my woodlands _____

Other (Specify)

13. What would be the best kind of encouragement that could be given to you to manage your forestlands?

The completed survey form is to be returned to:

Professor John C. Roberts, UII-Extension-Cooperative Extension Service, Room 519, 610 Langdon Street, Madison, WI 53703

APPENDIX E

Characteristics of the Sample

The sample of one-hundred respondents, from which the data in this report is drawn consisted of eighty-one woodland owners who had contacted the DNR field forester in their area for information about the MFL program and had elected to not participate in the program. Upon learning of their decision to not enroll, the forester asked each of these people to complete the questionnaire. In some cases the questionnaire was filled out by the forester on behalf of, and in the presence of, the landowner using the landowner's verbal responses. The other nineteen woodland owners in the survey were people who attended maple syrup institutes offered by UW-Extension at 10 different locations in Wisconsin. The people who attended these institutes were asked to complete the questionnaire if they had heard of the MFL program and had made a decision not to enter their woodlands.

Age, sex, retirement status, occupation and tenure characteristics of the sample are summarized in the tables below. The figures in parenthesis in the percent column of each table are the percentages reported from a 1984-85 random sample survey of private non-industrial woodland owners in the state. These data provide a basis for comparison between the socio-economic characteristics of the respondents to this survey and those of the earlier comprehensive survey.

In the opinion of the authors, there are no notable differences in the two groups with respect to those characteristics. While it is not possible to say that those surveyed in 1987-91 are a statistically representative sample of all non-participants, neither are the socio-economic characteristics of those in the sample so skewed as to lead one to conclude that it is unrepresentative.

Age of Woodland Owners in the Sample

<u>Age Group</u>	<u>Percent</u>	
	<u>1987-91</u>	<u>1984-85 Survey</u>
<24 years	0	(<.5)
25-34 years	7	(13)
35-44 years	20	(16)
45-54 years	16	(22)
55-64	23	(26)
65 and over	25	(19)
No response	4	(4)
TOTAL	100%	(100%)

Gender of Woodland Owners in the Sample

<u>Gender</u>	<u>Percent</u>	
	<u>1987-91</u>	<u>1984-85 Survey</u>
Male	88	(82)
Female	10	(14)
No Response	2	(5)
TOTAL	100%	100%

Tenure of Woodland Owners in the Sample

<u>Tenure (years)</u>	<u>Percent</u>	
	<u>1987-91</u>	<u>1984-85 Survey</u>
0-5	18	(17)
6-10	13	(13)
11-20	20	(29)
21-30	21	(24)
31-40	17	(10)
41-50	4	(5)
51-60	0	(1)
61-70	1	(<.5)
71-80	1	(0)
81 or more	1	(<.5)
No response	3	(1)
TOTAL	100%	(100%)

Retirement Status of Woodland Owners in Sample

<u>Retirement Status</u>	<u>1987-91</u>	<u>Percent</u> <u>1984-85 Survey</u>
Retired	38%	(28)
Not Retired	61%	(69)
No Response	1%	(3)
TOTAL	100%	(100%)

Occupation of Woodland Owners in Sample Who
Responded to the Occupation Question

<u>Occupation</u>	<u>1987-91</u>	<u>Percent</u> <u>1984-85 Survey</u>
Farmer	33%	(33)
Non-Farmer	67%	(67)
TOTAL	100%	(100%)