

Working Woodlands

Helping Landowners Conserve
Their Forests While Generating
New Revenues



The Nature Conservancy has a new program called Working Woodlands, which

offers forest landowners with 2,000+ acres opportunities to ensure sustainable forest management while generating revenue from improved timber management and from the growing carbon market.

The Nature Conservancy provides 3 key services for landowners in the program (without cost). Landowners can participate in this highly flexible program by choosing any or all of these three services.

1. Carbon Credit Revenue – The Nature Conservancy connects



the property to high-quality carbon markets, generating new income for the landowner.

2. Forest Certification – The Nature Conservancy develops a forest management plan and enrolls the property in a forest certification program that ensures forest sustainability. In some cases, this enables access to higher-



priced premium wood markets for timber harvested from the property.

3. Working Forest Conservation Easement (Agreement) – The Nature Conservancy applies a



working forest conservation easement to the property, ensuring long-term conservation.

How Does the Carbon Market Work? Trees capture carbon from the carbon dioxide in the air as they produce oxygen. An acre of mature forest can capture more than a metric ton of carbon every



year. Because scientists and economists can quantify the carbon-capturing power of forests, wooded properties enrolled in carbon markets can sell carbon credits to businesses and individuals seeking to offset their carbon dioxide emissions.

Partnership with The Nature Conservancy. The Conservancy provides a landowner with turn-key services to enroll their property in the Working Woodlands program. In return for a minority share

of carbon revenue, the Conservancy will cover all project development costs and will market the carbon to the best buyer. The landowner retains all timber revenues.

The Conservancy has a successful track record with Working Woodlands, with more than 40,000 acres enrolled in the program nationally as of 2017. While every Working Woodlands project is different, forest carbon values of \$10 to \$60 per acre per year are possible.



One Family's Experience

John Shafer was 106 years old and co-owned a gorgeous piece of forested property in White County. The land had been in the family lumber business since the 1940s.

Over the years, Mr. Shafer always took care to harvest trees sustainably on the property. "We are interested in the long-term management of this forest," said Shafer.

In 2016, Mr. Shafer, his daughter and her husband enrolled their property in The Nature Conservancy's Working Woodlands program. "We were looking to keep the property undeveloped and intact," Shafer said. But the family also needed



John Shafer (in red) with his son-in-law. Photo courtesy of Rebecca Tuuk.

the property to continue to produce income.

Working Woodlands ensures Mr. Shafer's forest will be preserved in perpetuity while his family can continue to generate income

from timber and carbon credits.

"This agreement protects our land forever," said his daughter, Rebecca Tuuk. "I highly recommend Working Woodlands to forest owners."

Advantages of Working with The Nature Conservancy

- **Experience** – The Nature Conservancy has enrolled over 200,000 acres of carbon projects worldwide and has been involved with Forest Stewardship Council certification for over a decade.

- **Track Record** – The Nature Conservancy has preserved more than 119 million acres of special places worldwide, including more than 300,000 acres in Tennessee.



- **Access to Experts** – The Conservancy brings highly skilled partners to every project, such as premium carbon buyers, carbon project managers and other conservation experts.

- **Reputation** – When you partner with The Nature Conservancy, you are associating with the largest

conservation organization in the world—a highly trusted, 65-year-old nonprofit with a stellar performance record and an impeccable reputation.

- **Accountability** – The Nature Conservancy is highly rated by charity watchdog organizations, including the Better Business Bureau Wise Giving Alliance and Charity Navigator, and has been named

one of the World's Most Ethical Companies four years in a row (since 2013).



What Are the Benefits for Landowners?

- **Flexibility** in tailoring a program that matches your individual needs.

- **No outlay of money** required from landowner.

- **Forest & carbon inventory.**

- 10-year certified **forest management plan**.

- 100% of all certified **wood and wood biomass revenues stay with owner**.

- **Additional income** from the sale of high-quality carbon credits.

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