

## Session 2: local grown/ local made

Key Question: How to achieve local grown/ local made economy?

- What is Value in a tree? In an object? To who? How to capture it? How do we develop appreciation and a market demand?
- What's already happening around town, and how can that be expanded?
- How would a system work? Government assets, how can that happen?
- Re-framing the conversation: Ecological footprint, timber furniture is in the top 10 things people buy, can that be leveraged?
- What are the stories? How do we tell those stories?
- Public Education: what does the public actually want?
- Value: need willing providers and willing buyers. Do we have the market?
- Scaling up, how does that happen?
- Supply and demand is a big mess.
- Grading, some logs high grade, some pulp. How to deliver to right distributor?
- Money is a big factor. Stumpage.

# Session 2 Summary Notes:

- What is the value of the wood, or the trees? It is what we believe is valuable, and what controls our beliefs. Some might value the habitat, whether dead or alive; the market development to match the value of place on the tree; is it worth more to harvest it now or in the future?
- Value of the industry: not just the wood, but value in creating employment, reducing carbon footprint, not emitting carbon in transit, retaining skills in the workforce;
- Could be the leaders in environmental practices and urban forest;
- Lost opportunity if we are not value-adding on the timber or utilising it;
- In Singapore, it is not the quantitative value, it is the qualitative value;

- Benefit values, cooling, windbreak, soils, the renewed resource of the trees in the urban forest is of equal importance to the monetary value of the wood;
- If we harvest a tree, what is the product? Already producing wood chip and firewood to use the whole log; also artisan uses, biofuel, etc. what resources would you need in terms of facilities, equipment, labour, resources;
- Need markets, where is the wood going to go?
- A larger volume of wood going to be coming in, when do we scale up operations?
- Trees obviously provide an ecological and social value while standing, but that doesn't change, need to consider from the point of it coming down;
- More of the same;

- Looking at solid timber, furniture grade, landscaping grade, and biofuel; what is stopping us from doing it now?
- Processes with local gov, how sell it, to who,?
- Can you guarantee the supply of the timber, certainty of supply so that someone wants to invest in the operations, say if it is biofuel, chip etc for the other 80% of non-convertible sawlogs;
- What if the Kowen forest pine and Urban timber came together, would that even out supply
- Need sorting and grading to make the operations viable
- Reducing the liability of the government, sharing the liability and even turning it into an economic and ecological positive. Are we talking about a triple bottom line?
- Best value for money. What are the values? Government needs to set those values. Not the most money, they determine the 'values'

- Cost of removing the trees is already a write-off, so any profit is extra, so is value for money a valid argument?
- Looking at possible spend of \$500 to \$1000 per tree for removals, depends on whether it is in house or sub-contracted.
- The arts world is already fantastic! At the soft values, at narrative, not as good at the hard dollar values against the work; Except for David, he knows what things cost.
- Foresters have a good handle on hard costs-fuel, wage, transport, residual value, stumpage, working it out against the budget.
- Have to tell the story for each piece of wood and give that to the makers as a tool. If we had a structure of distributing the timber, people could get a card/narrative to tell the story of the timber, and the buyers would get a priceless value from the product.
- Based on the assumption that there is a stump cost that is already being spent, how to add value to the timber.
- Too irregular supply for a commercial sawmill to run; need to somewhat standardize the requirements even for a small mill to run so need to inform the contractors.

- Presentation of the timber, how to stack, sort, clearly identify the quality to make it efficient and practical to distribute to buyers/makers
- A lot of the European and North American timber is of better quality here than in their home regions for a variety of reasons, so there is potential for sales, for architectural use etc;
- Design venues, such as Design Canberra, provide ready venues;
- Look at Tasmania, they have a brand and bespoke image of turning out timber product, lessons to be learned'
- Look at all potential markets, how about pallet stock, etc?
- Government specifications require use of reclaimed timber to create additional market sector.

- A percentage of the log is valuable in monetary terms (25%), but then there is a whole lot more left that could go into educational and cultural things b/c so important to get the social licence for the trees, the ecological, the spiritual, the cultural, the indigenous perspective, ceremonial value;
- Government bldgs., 1% on public art; what about a percent of reclaimed/ rescued timber?
- Benefit from the rate payer to the student, what about food production?
- Needs to be a arbitrator or broker that manages the system.
- Drinks are soon unless you guys keep asking questions!!!!!!