The voice of European Family Forestry

CEPF

Confédération Européenne des Propriétaires Forestiers
Confederation of European Forest Owners
Zentralverband der Europäischen Waldbesitzer

European Forest Owner Organisations

Forest Owner Cooperation: Main figures, aims and goals

A study conducted by CEPF

This report has been compiled by **Mr. Daniel Hägglund** of CEPF and is based on the work conducted over the years by a host of CEPF associates and members of the CEPF Working Group on Wood Mobilisation. CEPF would especially like to thank **Christer Segerstéen**, **Ivar Legallais-Korsbakken**, **Fanny-Pomme Langue**, and **Ingeborg Bromée** for their valuable contributions. In addition, CEPF would like to thank all the people that took the effort to respond to the questionnaire and thereby making this study possible.

September 2008

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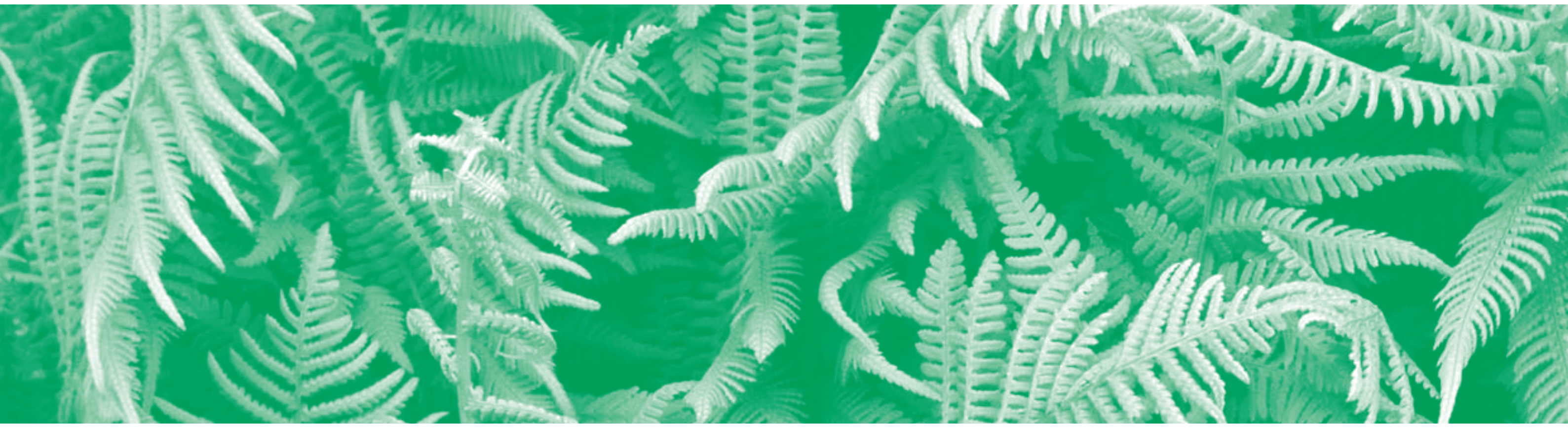
Introduction



Background

Forest owners' cooperatives and forest owners' organisations are important tools in contributing to the wood mobilisation goals set by the EU Forest Strategy and Forest Action Plan. Moreover, the proposed Renewable Energy Sources directive will form a framework for increasing the use of renewable energy sources, not to mention increased production and use of biomass, where forest and wood biomass will play a central role. One of the main tasks ahead is to contribute to the mitigation of climate change by mobilising forest owners. Strengthened organisation and cooperation of forest owners will lead to improved wood mobilisation and increased production of forest biomass in Europe, which in turn will lead to increased income for forest owners. This will also secure the raw material supply for the European forest based industry and increase the competitiveness of the forest based industry.

The CEPF Cooperatives working group has been created at the end of the 90s in order to contribute to the overall goals of forest owners in Europe and support the work of CEPF. Its purpose is to develop an active network among forest owners' cooperatives and organisations in Europe and contribute to forming and supporting such organisations in countries and areas where forest owner cooperations are still under development or yet to be established.

The Cooperative working group aims to address the main obstacles for improving forest owners' cooperation and thus achieving a consequent increase in wood mobilisation. However, one of the main difficulties is the lack of compiled information on forest owner cooperatives and other economic cooperation organisations[1]. Therefore there is a clear need for an assessment of forest owners' economic organisations, their structure, main features and functioning in each country.

[1] One of the difficulties of this study relates to the use of different definitions for forest owner cooperatives, economic organizations and other related terms. This issue will be addressed in the next chapter.

Scope

The study is limited to private forest owners' economic organisations in the EU-27, Norway and Switzerland, the main focus is however on family forest. Even though the study addressed 29 countries it could only presents information and figures from 11 countries due to lack of available information. Moreover, most Eastern European countries, have not yet established private forest economic organisations or other cooperation structures, and could therefore not be taken into account.

Aim

The aim of this document is to provide more accurate information on forest owners' economic organisations. This first attempt to structure the information based on forest owners' economic organisations is a key measure to support increased production and mobilisation of forest biomass on a sustainable basis.

As the situation (e.g. organisational structure of forest associations/cooperatives, framework conditions) is likely to differ from country to country, this document is a first step towards understanding forest owners economic organisations in Europe.

Method

The data collected for this study was collected by means of a questionnaire which was sent to contact persons on national level. In some cases the answers needed updating, correction or even input of additional information. In the latter case data was attempted to be acquired by getting in touch with the contact person again, searching national databases, UNECE and FAO databases or web pages of the national forest owners' organisations. All the acquired data was then grouped in tables, based on which conclusions could be drawn.

Forest owners cooperation

Type of organisations

Throughout this document the words forest owners' cooperative, forest owners' economic cooperation organisation, forest producers organisations and forest owners' association are used. However, there is reason for some ambiguity in using these terms. Currently no overarching definition exists that fully covers the aforementioned concepts in all European countries. There are a variety of ways to organise forest owners and forest owners' economic cooperation. At present the terms "forest producers organisation" or "forest owners' cooperative" are quite commonly used across Europe. However, the terms does not always refer to the same features of forest owner cooperation.

The forest owner cooperative has proven to be successful as a structure to organise forest owners and to optimise the benefit of their forests. At this moment, there is ongoing activity on analysing the multitude of definitions used. For reasons of clarity a preliminary distinction is made in this document. In this study, a forest producers organisation or a forest owners' cooperative is considered to be a formalised structure (organisation) of forest owners with the aim to gain economic benefits for the members. A forest owners' association is here defined as an organisation mainly representing the forest owner's on the political level.

Below, a more inclusive definition of a forest owners' economic association is proposed, as it has become clear that a common European-wide definition is needed. This is especially so, because the term forest cooperative evokes negatives feelings in some countries – due to historical reasons. Therefore, another term is more appropriate. The structure of the formal ownership of the organisation may also vary in some areas.

Definition

In several European official texts, the term "forest owner associations" is often used, but no concise and unifying definition has been developed yet. This is especially relevant to note, as the focus of the underlying study was on a particular type of forest owners association, namely "forest owner economic cooperation through formalised structures".

A common definition is required to allow the European institutions and forest-based sector to work together efficiently on the same basis, especially in order to further develop wood mobilisation in Europe and to reach European objectives in terms of renewable energy. Furthermore, a definition must be concise at one hand and also broad enough on the other hand to allow the large variety of forest owner organisations to be included in the definition.

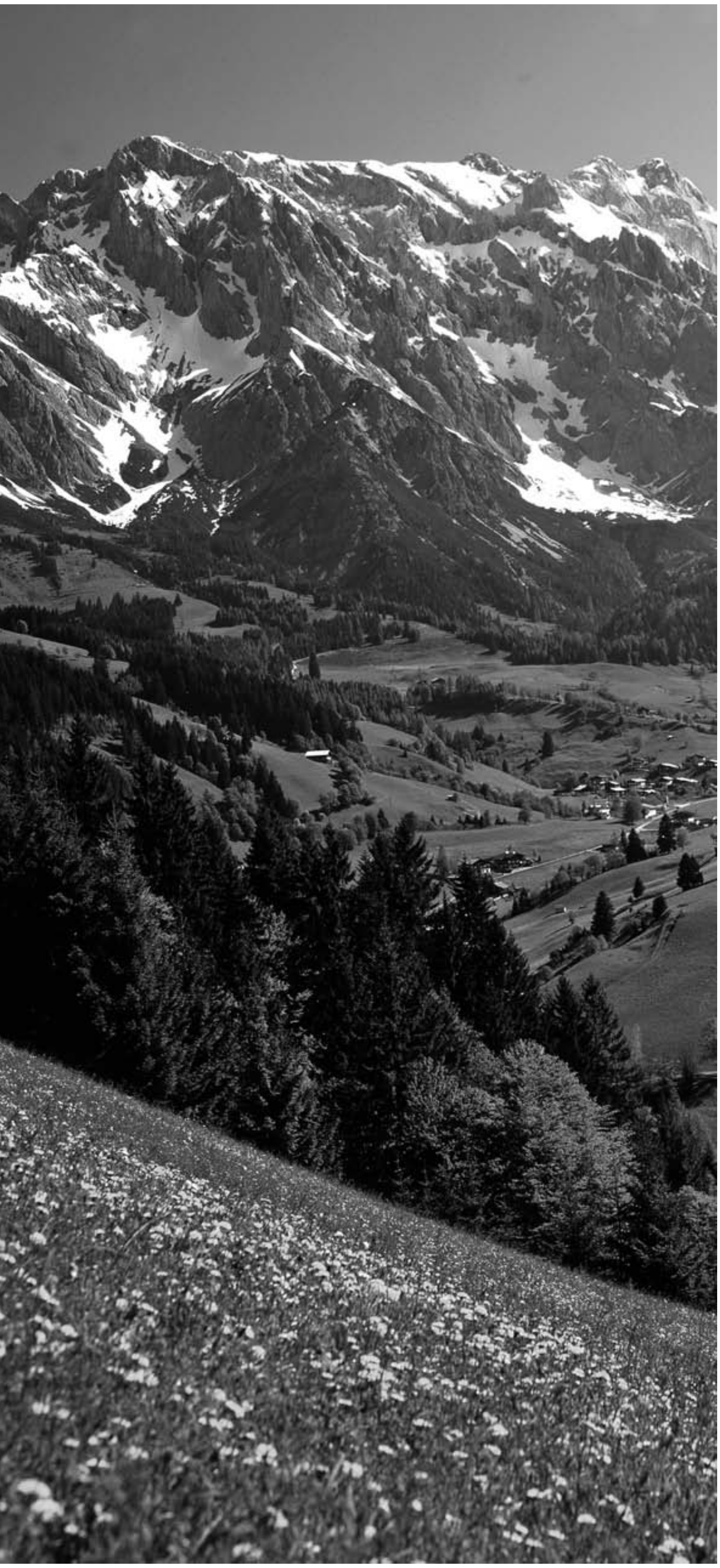
The focus is normally on forest owners as the vast majority of forests holdings are controlled by the owners. The forest owner manages the forest even if the he/she hires contractors or neighbours to do the work in the forest. But a small minority of forests is controlled under long term contacts by tenants and therefore a more inclusive definition would be "forest producers". This will include forest producers who do not own the forest land, but only the forest crop.

Based on the work done by the CEPF Working Group on Cooperatives and the research conducted for this study, a "forest producer organisation" can be defined as follows:

- A forest producer organisation is a legal entity whose principal objective should be the satisfaction of its member needs and/or the development of their economic activities.
- A forest producer organisation must achieve the main objectives in the forest sector as a producer organisation to market the wood and offer advice, harvesting, planning and silvicultural services, to commercialise, make the supply as effective as possible and optimise production, transport and logistic costs. These actions must take place respecting sustainable forest management principles, and with the objective to improve the producers long-term revenues.

Forest producer organisations are mainly cooperatives (applying the International Co-operative Alliance principles) but they can also take up other forms as associations or companies.

Austria



Presentation of national forest cooperative organisation

The forest owners' organisation consists of eight regional forest owners cooperatives organised under the umbrella of the Austrian Forest Owner Cooperative (Waldverband Österreich) which is an expert organisation of the Austrian Chamber for Agriculture seated in Vienna. Each of the regional cooperatives is economically and legally autonomous and works within their regions of the country. The Federation coordinates common interests and activities and has the main role as the central voice of their members, targeting governmental and non-governmental organisations.

In total, the eight cooperatives have about 54,800 members which are organised individually within the federal states. Every cooperative is based on the right of association and has more or less the same structure which is specified in the articles of association. Membership fees are varying and carried by the individual member or by subunits of the regional organisation.

The most important service the members gain is the commercialisation of the harvested wood. Several other services provided by cooperatives are harvest organisation and coordination of machinery, reforestation and consulting services in forest issues. The federation is a non-profit organisation but in order to break even the service provided through the regional cooperatives a service charge is deducted.

In 2006 the cooperatives brought nearly 3.03 million solid cubic meters (3.34 million in 2007) for their members to the market which is approximately 16% of total forest utilisation of 19.1 million solid cubic meters. Only for comparison: The Austrian federal forests harvested 1.8 million cubic meters of wood in the year 2006. A fundamental principle is that every member is allowed to sell his wood on the market by himself. He is not forced to market it through the cooperative organisation. Only the cooperatives or their subunits negotiate prices with the industry.

wv
waldverband
österreich

Head of the Board **Rudolf Rosenstatter**
Managing director **Thomas Stemberger**

Main figures of national forest owner organisations

Number of forest owners members of cooperatives	54 800 (36%)
Number of private forest owners members of cooperatives	54 800
Number of public forest owners members of cooperatives	0
Number of total private forest owners in the country	150.000
Number of public forest owners in the country	---
Forest Surface of members of cooperatives	837.500 ha (33%)
Private forest surface of members of cooperatives	837.500 ha
Public forest surface of members of cooperatives	0
Total privately owned surface in the country	2.525.645 ha
Total public forest surface in the country	1.084.211 ha
Number of cooperatives organisations	Regional level 8
Sub regional level 189	
Shares owned by owners members of a cooperative (yes/no)	No
Total forest cooperatives direct employment	370
Total annual consolidated turnover of the forest cooperatives organisations	---
Part of this turnover from forest management services selling	---
Part of this turnover from forest round wood selling	---
Part of this turnover from mills product selling (sawmills and paper mills,…)	---
Total annual round wood harvested by cooperatives (in m^3)	3 338 700 m^3 (2007) 3 029 687 m^3 (2006)
Total annual round wood exports volumes by cooperatives (in m^3)	approx. 40.000
Total annual round wood imports volumes by cooperatives (in m^3)	0
Total annual round wood harvested in the country (in m^3)	21.3 million (2007)[2] 19,135 mill (2006)
Total annual sawed wood produced by cooperatives (in m^3)	0
Total annual sawed wood exports volumes by cooperatives (in m^3)	0
Total annual sawed wood imports volumes by cooperatives (in m^3)	0
Total annual sawed wood produced in the country (in m^3)	10,538 mill (2006)
Total annual pulp produced by cooperatives (in T)	0
Total annual pulp exports volumes by cooperatives (in T)	0
Total annual pulp imports volumes by cooperatives (in T)	0
Total annual pulp produced in the country (in T)	1,928 mill (2006)
Total annual paper produced by cooperatives (in T)	0
Total annual paper exports volumes by cooperatives (in T)	0
Total annual paper imports volumes by cooperatives (in T)	0
Total paper produced in the country (in T)	5,213 mill (2006)
Total annual woodchips production by cooperatives (in T)	0
Total annual woodchips production in the country (in T)	---

[2] About half of the total wood removal in 2007 was damaged wood

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

One of the main goals for the cooperative is income maintenance for its members.

Further goals are:

- adduction of harvest to growth
- increase amount of commercialisation by 10% per year up to 4 million m^3 until 2010
- sustainable wood supply
- customer oriented supply
- reduce imports
- strengthen core competences (consulting, harvest, logistic, commercialisation)

Measures of Cooperatives

1) Increasing horizontal cooperation
   - Optimising wood flow
   - Delivery of high quality wood
   - Design of common IT solutions
   - Cultivation management
2) Optimisation of commercialisation
3) Vertical cooperation
   - Criteria for cooperation with industry
   - Long term contract with harvesting and logistic companies as well as with saw mill
4) Enforce services offered by cooperatives
   - Especially for urban wood owners
5) Enforce cooperation between forestry and biomass sector
6) Intensify research and development
7) Future oriented basic and advanced training

Measures taken in the surroundings

1) Increase transparency of saw timber transfer
2) Strengthen PEFC Certification and COC
3) Promotion of structural organisation to enable dynamic development of the cooperative
4) Cooperation Forestry-Wood-Paper, working hand in hand to solve collective problems

To provide an affordable system for private forest owners the regional concept of PEFC is implemented in Austria. The whole forest area is split into nine PEFC regions by geographical, political and forest criteria. Among the members the certification level is quite high and with signing a declaration they are able to participate within the region his holding is located.

Contact

Web site:	**www.waldverband.at**
Mail contact:	**waldverband@lk-oe.at**
Address:	**Schauflergasse 6 A-1014 Vienna**
Tel number:	**+43 (0)1-53441-8590**

Photos: www.waldverband.at

Denmark

Presentation of national forest cooperative organisation

Skovdyrkerforeningen

Skovdyrkerforeningerne is the national cooperatives organisation, which represents app. 5,500 forest owners with a total of more than 78,000 ha forest. Skovdyrkerforeningerne forms a national network with 8 regional branches working close together. They offer consultancy services to forest owners. The local units are owned by their members and headed by a board of directors chosen by the members. They have independent economics and personnel policy.

Head of the Board **Torben Bille Brahe**
Managing director **Per Hilbert**

Relationship to the other forest owners' organisations

The Danish Forest Association (Skovforeningen) represents the Danish forest sector and cooperates closely with the Danish authorities. Membership is open to: owners of Danish forest properties, personal members, organisations not in the possession of forests and associated members. The Danish forest cooperatives (Skovdyrkerforeningerne) are members of Skovforeningen.

The Association is Danish forestry's official organ dealing with public authorities in questions dealing with e.g. taxation, valuation and other questions of interest to owners, commerce, nature conservation, public access, training of forestry workers and other staff etc. The Association attends to the interest of forestry in a number of organisations both in Denmark and internationally.

Skovforeningen has, together with the Swedish forest cooperative Södra, started a joint venture. The idea is to establish an independent organisation which will provide Södra's services in Denmark.

Photo: www.nordicforestry.org Jon Eivind Vollen

Main aspects of actions, goals, and characteristics of forest cooperative organisations

In addition to the above, the Danish Forest Association (Skovforeningen) also negotiates with the organisations of the wood working industries and individual companies about: prices of round timber, rules of grading, and new types of products. The Association attends to the interest of forestry in a number of organisations both in Denmark and internationally.

The purpose of Skovdyrkerforeningerne then is to:

- Assist the local units in their work and strengthen their professional network.
- Secure training of staff in the local units.
- Protect the forest owners' economic interests and work for further development.
- Secure a sustainable production of wood, Christmas trees and greenery and other forest products in Denmark with due respect to ecological and scenic values.
- Represent the forest owners towards the state and other relevant organisations within the forest and environmental sector.

Contact

Web site: **www.skovforeningen.dk**
www.skovdyrkerne.dk
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Tel number: **+45 33 24 42 66**

Photo: www.nordicforestry.org Jørn Kjersheim

Main figures of national forest owner organisations

The figures below describe the consolidated figures of the 8 regional forest cooperatives (Skovdyrkerforeningerne). There are approximately 510 direct members of the national forest owner association (Skovforeningen). The Danish Forest Owner Association owns a wood trading company (DSHWood.com) which buys wood from members and non members of the association. The amount of wood and the turnover of this company are included in the above table together with the figures from the Skovdyrkerforeningen.

Number of forest owners members of cooperatives	5441
Number of private forest owners members of cooperatives	5441
Number of public forest owners members of cooperatives	A few
Number of total private forest owners in the country	25.000
Number of public forest owners in the country	App. 100
Forest Surface of members of cooperatives	78 000 ha
Private forest surface of members of cooperatives	-
Public forest surface of members of cooperatives	-
Total privately owned surface in the country	335.000
Total public forest surface in the country	150.000
Number of cooperatives organisations	8
Shares owned by owners members of a cooperative (yes/no)	Yes
Total forest cooperatives direct employment	Around 100
Total annual consolidated turnover of the forest cooperatives organisations	637 mill. DKK
Part of this turnover from forest management services selling	136 mill. DKK
Part of this turnover from forest round wood selling	501 mill. DKK
Part of this turnover from mills product selling (sawmills and paper mills,…)	-
Total annual round wood harvested by cooperatives (in m^3)	574 000 m^3
Total annual round wood exports volumes by cooperatives (in m^3)	-
Total annual round wood imports volumes by cooperatives (in m^3)	5.000 m^3
Total annual round wood harvested in the country (in m^3)	2.1 mill. m^3
Total annual sawed wood produced by cooperatives (in m^3)	0
Total annual sawed wood exports volumes by cooperatives (in m^3)	500 m^3
Total annual sawned wood imports volumes by cooperatives (in m^3)	0
Total annual sawned wood produced in the country (in m^3)	500.000 m^3
Total annual pulp produced by cooperatives (in T)	0
Total annual pulp exports volumes by cooperatives (in T)	0
Total annual pulp imports volumes by cooperatives (in T)	0
Total annual pulp produced in the country (in T)	0
Total annual paper produced by cooperatives (in T)	0
Total annual paper exports volumes by cooperatives (in T)	0
Total annual paper imports volumes by cooperatives (in T)	0
Total paper produced in the country (in T)	?
Total annual woodchips production by cooperatives (in T)	100 000 m^3
Total annual woodchips production in the country (in T)	470.000 m^3

Photo: Jüri Pere

Definition of a cooperative

In Estonia, the term co-operative includes the concept of association. In the names of Estonian forestry co-operatives mainly the name "association" is used, therefore this definition is used hereafter for describing forest owners' organisations in Estonia. With regard to associations as such, a distinction between non-profit and profit making associations is made.

For forestry, the associations can be of both natures, but 95% of the forestry associations are non-profit associations.

Definitions to the associations

The basic acts:

1. The Commercial Associations Act:

Translation: *A commercial association (hereinafter association) is a company the purpose of which is to support and promote the economic interests of its members through joint economic activity in which the members participate:*

1) as consumers or users of other benefits;

2) as suppliers;

3) through work contribution;

4) through the use of services;

5) in any other similar manner.

2. The non-profit Associations Act:

Translation: *A non-profit association is a voluntary association of persons the objective or main activity of which shall not be the earning of income from economic activity. A non-profit association is a legal person in private law and it may be founded by at least two persons. The founders may be natural persons or legal persons. Every natural person or legal person who complies with the requirements of the articles of association of a non-profit association may be a member of the non-profit association. A non-profit association shall comprise at least two members unless the law or the articles of association prescribe a greater number of members. The income of an association may be used only to achieve the objectives specified in its articles of association and distribution of profits among its members is prohibited. Transformation of a non-profit association into a legal person of a different class is prohibited.*

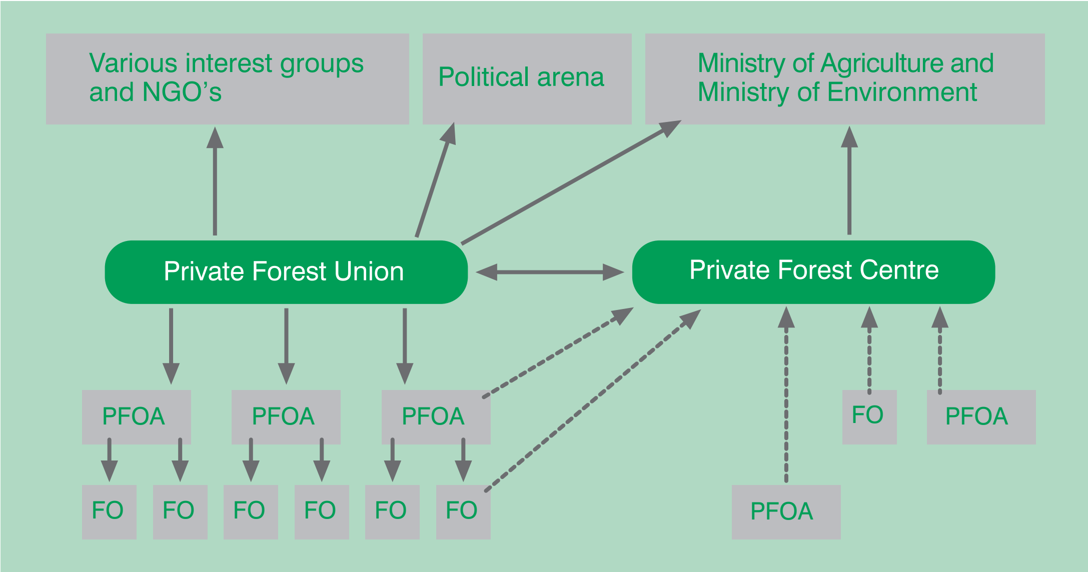
Supplementary act:

Forest Act

Translation: *forest association under Forest Act is a non-profit and commercial association whose activities as specified in the articles of association include forest management and whose members are natural persons or legal persons in private law who have own forest land.*

National forest owners association

In every county of Estonia there is at least one private forest owners association (PFOA).The local PFOA's are the members of the Private Forest Union (MTÜ Eesti Erametsaliit), but it is not obligatory to be a member. The Estonian Private Forest Union's work is supported by the foundation "Private Forest Centre" and in some tasks (international communication, developing subsidy schemes etc) there are shared work responsibilities.



Relationship between Private Forest Union and the forest owners' associations

In April 1992 the Private Forest Union of Estonia (EPFU) was founded with the initiative to represent the interests of forest owners and to develop the institutional framework for private forestry. The EPFU was subsequently registered as a non-profit private legal entity. The PFU is the national interest organisation for forest owners in Estonia and the umbrella organisation for the local private forest owners associations.

The Private Forest Owner Associations (PFOAs) in Estonia are united under the umbrella organisation of EPFU. The EPFU has about 45 members (regional PFOAs) all over Estonia and its main purpose is to represent the forest owner interests in the political arena and also in various interest groups. The Union is also engaged on international co-operation in a network among the Baltic Sea and Central Europe. The Private Forest Center (PFC) and the Union are presented on the same homepage www.eramets.ee. The main line of activities of PFC concerns raising awareness of forest owners, subsidies for private forest management activities (e.g. financing the elaboration of forest management plans) and development activities (including international communication). The PFOAs unite private forest owners to give advice, give training and to help via services or co-operation to conduct joint actions and to facilitate forest management as well as wood sales (see the drawing above).

EPFU is a recognised national organisation in Estonia as well as internationally. EPFU is a member of the Confederation of European Forest Owners (CEPF); Associated member of the European Landowners' Organisation (ELO); Member of International Forestry Alliance (IFFA); Member of Programme for the Endorsement of Forest Certification schemes Council, (PEFCC) [through the foundation of Private Forest Centre founded non-profit organisation "PEFC Estonia"].

EPFU is taking steps to enhance the training and extension services for private forest owners in Estonia. In addition to this, EPFU coordinates and gives guidelines to the leaders of private forest owners associations. These, in turn, provide support for local forest owners and develop local activities within the association. In the political arena EPFU defends and represents the interests of private forest owners.

Chairman of the Union **Guido Ploompuu**
Managing director **Ants Varblane**

Main figures of national forest owner organisations

Number of forest owners members of associations	[2000]
Number of private forest owners members of associations	2000 (4% of all private forest owners)
Number of public forest owners members of cooperatives	None
Number of total private forest owners in the country	Ca 50.000-60.000
Number of public forest owners in the country	1 (state) + forest land owned by municipalities: 2884 ha)
Forest Surface of members of associations	[ca 100. 000 ha]
Private forest surface of members of associations	Ca 100. 000 ha; 28 054 ha are owned by cooperatives themselves
Public forest surface of members of associations	None (no municipalities are members of cooperatives/associations)
Total privately owned surface in the country	925. 675 ha and 352.793 ha under follow-up restitution process
Total public forest surface in the country	970.649 ha
Number of associations organisations	47 from which 37 member of EPFU (no cooperative is member of EPFU
Shares owned by owners members of a associations (yes/no)	Yes (one member, one vote)
Total forest associations direct employment	ca 60 specialists, depends on the association structure. Normally 1 leader, book-keeping is bought in and rest is organised on concrete contract based
Total annual consolidated turnover of the forest associations organisations	---
Part of this turnover from forest management services selling	n/a
Part of this turnover from forest round wood selling	~15%
Part of this turnover from mills product selling (sawmills and paper mills,…)	n/a
Total annual round wood harvested by associations (in m^3)	~150.000 m^3, rather less
Total annual round wood exports volumes by associations (in m^3)	Associations do neither import nor export in Estonia
Total annual round wood imports volumes by associations (in m^3)	None
Total annual round wood harvested in the country (in m^3)	5,9 mil m^3 (2006); state: 2,56 mil m^3; private forest owner: 3,26 mil m^3
Total annual sawed wood produced by associations (in m^3)	n/a
Total annual sawed wood exports volumes by associations (in m^3)	Associations do neither import nor export in Estonia
Total annual sawed wood imports volumes by associations (in m^3)	Associations do neither import nor export in Estonia
Total annual sawed wood produced in the country (in m^3)	~1.9 mill. m^3 (export 2006: 966.432m^3)
Total annual pulp produced by associations (in T)	None
Total annual pulp exports volumes by associations (in T)	Associations do neither import nor export in Estonia
Total annual pulp imports volumes by associations (in T)	Associations do neither import nor export in Estonia
Total annual pulp produced in the country (in T)	600.000m^3 (450.000m^3 aspen) Export pulpwood 2006: 1.344.845m^3
Total annual paper produced by associations (in T)	None
Total annual paper exports volumes by associations (in T)	Associations do neither import nor export in Estonia
Total annual paper imports volumes by associations (in T)	Associations do neither import nor export in Estonia
Total paper produced in the country (in T)	64 500 T
Total annual woodchips production by associations (in T)	n/a, probably none
Total annual woodchips production in the country (in T)	Fuel wood 1 545 000 m^3 (2006); leftovers from forest used for bio energy: 993 000 m^3 (2006); wood briketts 378 000 T (2006)

Main aspects of actions, goals, and characteristics of forest cooperatives associations and forestry associations

The forest cover in Estonia is 52%, owned to 48% by private forest owners and 37% by the state. Forestry in Estonia is thus characterised by a large number of forest owners (approx 70,000) and a small and fragmented character of private holdings (10 ha or less on average). Restoration of private ownership rights on forest land started 15 years ago and even if, from a legal perspective, the restitution has finished, people still have lands under effect of the restitution process (13% of the total forest cover is still under restitution, mostly concerning unprofitable sites on former agricultural fields or swamp places). Main problems during the restitution process were and are the contact to the private forest owners who live far away from their properties and show no real interest in the forest land.

Forestry has a long history in Estonia and even before the Second World War and the occupation of Estonia, private forestry was organised in associations. Nevertheless, the activities and the number of associations increased significantly in the years after regaining the independency and even more after joining the European Union in 2004. Simultaneously the funding and financial aid by national and EU money increased.

For most of the private forest owners, forestry provides just a small share of their income, since their holdings are small. Mostly private forest owner with larger properties are members of a Private Forest Owner Association (PFOA) and have relevant professional education (forestry, agriculture, natural sciences etc). The greatest share of private forest owners achieved their knowledge in self-studies or so called vocational training.

For PFC, EPFU and PFOA it is a major task to increase the interest for managing the private forest properties and to educate owners how to manage forest preferably via joint-activities and through PFOAs. So far, about 5% of the private forest owners are engaged or members of any kind of PFOA. According to the PFOA leaders' point of view, people hesitate to join the associations also due to bad experiences from the past (Soviet Union time) with common managed properties (kolhozes and sovhozes). To educate FO's and public, PFC with the EPFU input give out quarterly a magazine "Sinu Mets" (*Your Forest*) + some special editions in the year and there is a weekly TV-programme "Kodumets" (*Domestic Forest*). Extra to these activities private forest owners are represented and can get necessary advice on national wide exhibitions, fairs and at the "Forest week", where PFC and EPFU are presented.

The small and fragmented structure of forestry by private forest owner makes a continuous supply of round wood difficult. Main reasons for this are, beside the actual distance from the property, an unpleasant taxation system for individuals and a high bureaucratic effort for both management and application for subsidies. The demand for services can be covered by the current institutions, taking an increasing number of employees at institutional level into account.

While the wood industry has a great interest in the mobilisation of wood then they have been together with EPFU launching the media campaigns that promote wood and wooden products. The most famous or popular campaigns are "Tee metsa" (*Back to the forests*, national wide tree planting action on spring time), journal "Puuinfo" (*Timber news* – a journal, 2-3 times per year), "Puupäev" (*Wood day* – action day concerning wood and use of the wood, incl promotion), TV-show on forestry issues and a regular enclosure to agriculture related newspapers.

All the forests, irrespective of their size and purpose, must be well managed and cared for. Legally this principle is backed up by the Forest Act: all forest owners who wish to fell trees in their forest must have a forest management plan and a property size of 2ha onwards. Only the owners of big forests can afford hiring forest managers, forest rangers or other forestry specialists for the management and protection of their forests. In any case, activities are very likely to be carried out by third parties, since very few forest owners are equipped with all the necessary techniques for forest management. A forest owner, who is a member of an association, can decide by himself/herself how to manage his or her property and to what extent he/she uses the association's services.

The main objectives of the Estonian Private Forest Union (EP-FU) on a national scale are:

- refending the private forest owners economical interests;
- representation of private forest owners towards business partners;
- Representation of private forest owners interests in legal and governmental decisions.

The main objectives of the Private Forest Center (PFC) on both national and regional scale are:

- facilitate the application for subsidies in 24 different fields of actions
- trainings and knowledge sharing
- development of cooperation between forest owners, service providers and other entrepreneurs

The main objectives of the Private Forest Owners Associations (PFOA) on a regional scale are:

- sustainable way of forest management activities (clear cut, afforestation, reforestation, recreation);
- increasing efficiency of private forest holding management;
- advisory and trainings;
- Joint actions (timber trade, hunting, special forest actions in community), that lead to cheaper prices for the management and higher prices for the products from the forests.

To sum up the situation in Estonia: even if there has been a development in the private forestry sector and most of the necessary and important organisations are in place and functioning, still there are a lot of things to be done by all of the organisations, either independently or jointly. The forest act has been changed 12 times from 1998 till now and a new change is under preparation *(A change to a more pleasing situation is possible if the PFU experiences enough support by private forest owners. The situation favours an incorrect attitude of the private forest owners, which might to tend to sell their wood to platforms in order to avoid the high income taxes)*.

Contact

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Finland

Definition of a cooperative
National forest cooperative organisation

Metsäliitto Cooperative (Metsäliitto Osuuskunta), is classified by turnover as being the biggest cooperative in Europe with over 130 000 members. The parent company Metsäliitto Osuuskunta, along with the subsidiaries Metsä-Botnia, M-real, Metsä Tissue and the service company Metsämannut form the Metsäliitto Group. The wood working company Finnforest is now a division of Metsäliitto Osuuskunta. The group operates in 30 countries.

Partly owned subsidiaries:

M-real owned by 38.62 % of the shares but 60.5 % of the votes)

Metsä-Botnia 30 % owned through M-Real and 23 % through Metsäliitto Osuuskunta[3]

Metsä Tissue owned by 70.55 %.

Head of the Board **Martti Asunta**
Managing director **Kari Jordan**

Relationship to the other forest owners' organisation

MTK, The Central Union of Agricultural Producers and Forest Owners is the political Forest Owner Association in Finland. MTK's Forestry Council is the national policy organisation of private forest owners.

Practical advice for forest owners is offered by local Forest Management Associations (FMA, 136 in the whole country), which are governed and financed by forest owners. The FMAs provide different services and attorney wood sales. As the FMAs also are controlled by the forest owners they can almost be considered as cooperatives, though, de jure, they are not . The FMAs has 330 000 members. Regional Forest Owners' Unions (9 in the whole country) guide and develop the operation of FMAs, and protect forest owners' interest in regional forest policy processes. These regional Unions are members of MTK.

The Forest Management Association is a forest owners' body, the purpose of which is to promote profitability of forestry practised by forest owners and the realisation of the other goals they have set for forestry, and to advance the economically, ecologically, and socially sustainable management and utilisation of forests.

Regional Forest Owners' Unions are regional central organs of the local Forest Management Associations. Their goal is to promote private forestry and protect private forest owner's interests as well as guide and develop the activities of the FMAs and the co-operation between forest owners. Regional Unions also provide guidance and assistance in the marketing of forest products. The Unions are financed primarily by membership fees paid by the FMAs.

Forestry Council of the Central Union of Agricultural Producers and Forest Owners is the national central organisation of private forest owners. It looks after private forest owners' interests in timber trade and influences forest policy legislation. Forestry Council also guides the activities of the Regional Forest Owners' Unions, protects the interests of the Forest Management Associations and develops co-

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

According to Metsäliitto's website Metsäliitto Osuuskunta's goal is to increase the owners' i.e. the members' capital. Metsäliitto Osuuskunta's main task is to refine the members' wood resource and create economic surplus value.

The Metsäliitto Group's goal is to be one of the World's leading companies within its business area and to be a market leader with a profitable business within specific product areas in Europe. Within the group's business activities respect the economical, social and environmental aspects.

Contact

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Contact

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Tel number:	**Tel. +358 1046 01**

[3] Often presented as 53 % of the shares, but as they own 38.62 % of the shares in M-Real the actual owned part of Metsä Botnia would be 34.586 % of the shares. Tough as Metsäliitto Osuuskunta own the majority of the votes in M-Real they also control 53 % of Metsä Botnia.

Main figures of national forest owner organisations

Number of forest owners members of cooperatives	131 032
Number of private forest owners members of cooperatives	
Number of public forest owners members of cooperatives	
Number of total private forest owners in the country	920 000 (440 000 holdings)
Number of public forest owners in the country	
Forest Surface of members of cooperatives	5.3 million hectares
Private forest surface of members of cooperatives	
Public forest surface of members of cooperatives	
Total privately owned surface in the country	13,4 million hectares (11.8 mill productive forest)
Total public forest surface in the country	1,358 million hectares
Number of cooperatives organisations	1
Shares owned by owners members of a cooperative (yes/no)	Yes
Total forest cooperatives direct employment	Total 20 515. In Finland 8 541 and within Metsäliitto Osuuskunta 3 527
Total annual consolidated turnover of the forest cooperatives organisations	Total with subsidiaries 7 669 million Euro (in 2007), according to shares approx. 4194 million Euro
Part of this turnover from forest management services selling	Included in round wood selling
Part of this turnover from forest round wood selling (wood supply)	1 735 million Euros (2007)
Part of this turnover from mills product selling (sawmills and paper mills,…) Botnia) + 4 440*0.386 (38.62% of M-Real) +	1 399 + 1 371*(0.23+0.30*0.386) (53 % of Metsä 861*0.7055 (70.55 % of Metsä Tissue)
Total annual round wood harvested by cooperatives (in m^3)	18 mill. m^3 s over bark bought directly from Finnish FO, 24.5 mill. m^3 delivered to the Finnish Industries. Total delivery 36 mill. m^3
Total annual round wood exports volumes by cooperatives (in m^3)	
Total annual round wood imports volumes by cooperatives (in m^3)	3.6 million m^3 (to Finland)
Total annual round wood harvested in the country (in m^3)	57.8 million m^3 solid over bark (in 2006)
Total annual sawed wood produced by cooperatives (in m^3)	2.2 million m^3
Total annual sawed wood exports volumes by cooperatives (in m^3)	
Total annual sawed wood imports volumes by cooperatives (in m^3)	
Total annual sawed wood produced in the country (in m^3)	12.15 million m^3 (in 2006)
Total annual pulp produced by cooperatives (in T)	2.6 million (2007), by Metsä-Botnia owned by 53 % and 2 million by M-Real owned by 38.62 %
Total annual pulp exports volumes by cooperatives (in T)	
Total annual pulp imports volumes by cooperatives (in T)	
Total annual pulp produced in the country (in T)	13.07 million tonnes (in 2006)
Total annual paper produced by cooperatives (in T)	By M-Real (38.62%) 4.8 million tonnes paper 1.1 million tonnes paper board By Metsä Tissue (70.55 %) 0.52 million tonnes tissue and cooking paper
Total annual paper exports volumes by cooperatives (in T)	
Total annual paper imports volumes by cooperatives (in T)	
Total paper produced in the country (in T)	11.17 million tonnes (in 2006)
Total annual woodchips production by cooperatives (in T)	
Total annual woodchips production in the country (in T)	11.32 (use of sawmill chips in Finland in 2005)

France

Definition of a cooperative

Official definition from the rural code (Article L. 521.1 et suivants): «Agricultural (and forestry) cooperatives aim at using in common all means that can help farmers to make easier and to develop their economic activity or to increase their activities results. Agricultural (and forestry) cooperatives form a special category of societies, distinct from civil societies and commercial societies. They are corporate bodies. The agricultural / forestry cooperative status settles its territorial precinct»

National forest cooperative organisation

Union de la Coopération Forestière Française

The French Forest Cooperatives Union (UCFF) was set up in 1997. It is a national structure which brings together 30 forest cooperatives or forest groups mainly in charge of forest management and wood harvesting and selling. French forest cooperatives represent about 100 000 foresters. They employ 900 persons and work directly with about 3000 subcontractors. Their annual production is 5.5 millions tonnes of wood and their turnover amounts to 280 millions Euros.

Since 2000, French Forest Cooperation benefit from a strong experience in terms of supplying contracts with French and European wood industries. Forestry cooperatives are involved in logistic actions so that they are able to set up a reliable supply chain by using all the necessary means.

In order to guarantee a high technological level to its adherents in all fields (people training, partnership with machines constructors, improvement of informatics instruments…), UCFF is committed in several research and development projects.

Following 1999 storms, French forest cooperatives proved that they were an essential actor to propose innovative technical and commercial solutions. Therefore they put 6.5 millions m3 of wood on the market, doubling their harvesting activity. Moreover, they started to develop woodchips production in order to clear land forests. Since than, this activity has kept developing: today, the cooperatives woodchips production amounts to 80 000 tonnes.

12 forest cooperatives are involved in a double environmental certification: ISO 14001 and PEFC.

Head of the Board **Marie de l'Estoile**
Managing director **Pierre Ducray**

Relationship to the other forest owners' organisation

UCFF works tightly with the forest organisations in France.

To offer better-coordinated and more efficient services to private foresters and their forests - which cover three quarters of all woodland areas in France - the different professional bodies have developed a common identity under the name of *"Forêt Privée Française"*.

Forêt Privée Française is an umbrella organisation that forms a network of the following organisations:

- The *Centre national professionnel de la propriété forestière* or CNPPF (National Professional Centre for Forest Owners) and its forest utilities department, the *Institut pour le développement forestier* or IDF (Institute for Forest Development),
- *Forestiers privés de France* (the national federation of forest owners unions),
- and the *Union de la coopération forestière française* (French Union for Forestry Cooperation).

These three institutions are the national umbrella organisations for three "families" of professional bodies that act in complementary areas to support the silvicultural activities of private forest owners.

Main figures of national forest owner organisations

Number of forest owners members of cooperatives	100 200
Number of private forest owners members of cooperatives	100 200
Number of public forest owners members of cooperatives	0
Number of total private forest owners in the country	3.5 M (2.4 million have less that 1 ha)
Number of public forest owners in the country	French state owns about 10% of French forest area (1.5 M ha). Public communes own about 16% of French forest area (about 2.4 M ha)
Forest Surface of members of cooperatives	1.8 M ha (about 18% of French private forest)
Private forest surface of members of cooperatives	1.8 M ha (about 18% of French private forest)
Public forest surface of members of cooperatives	0
Total privately owned surface in the country	10.5 M ha
Total public forest surface in the country	3.9 M ha
Number of cooperatives organisations	30
Shares owned by owners members of a cooperative (yes/no)	yes
Total forest cooperatives direct employment	900
Total annual consolidated turnover of the forest cooperatives organisations	304 M Euros
Part of this turnover from forest management services selling	42 M Euros
Part of this turnover from forest round wood selling	240 M Euros
Part of this turnover from mills product selling (sawmills and paper mills,…)	22 M Euros (Ownership interest)
Total annual round wood harvested by cooperatives (in m^3)	5.5 M m^3
Total annual round wood exports volumes by cooperatives (in m^3)	About 350 000 m^3
Total annual round wood imports volumes by cooperatives (in m^3)	-
Total annual round wood harvested in the country (in m^3)	36 M m^3
Total annual sawed wood produced by cooperatives (in m^3)	150 000 (Have only ownership interests[4])
Total annual sawed wood exports volumes by cooperatives (in m^3)	-
Total annual sawed wood imports volumes by cooperatives (in m^3)	-
Total annual sawed wood produced in the country (in m^3)	About 10 M m^3
Total annual pulp produced by cooperatives (in T)	-
Total annual pulp exports volumes by cooperatives (in T)	-
Total annual pulp imports volumes by cooperatives (in T)	-
Total annual pulp produced in the country (in T)	About 2.6 M tonnes
Total annual paper produced by cooperatives (in T)	-
Total annual paper exports volumes by cooperatives (in T)	-
Total annual paper imports volumes by cooperatives (in T)	-
Total paper produced in the country (in T)	About 10.5 M tonnes
Total annual woodchips production by cooperatives (in T)	About 80 000 tonnes
Total annual woodchips production in the country (in T)	About 150 000 tonnes

[4] Coopératives majoritaires dans les structures suivantes: COFOGAR = A COMPLETER; FS 71 (Coforêt) = 11 000 m^3 de sciage; BRASSAC: 80 000 m^3 de sciage
Coops non majoritaires: BARGUES BOIS (Cofogar et Forestarn): 15 000 m^3 de sciage; Bois du Rouergues (Sylvarouergues) 10 000 m^3 sciage; Bois du ségala (Sylvarouergues) 8000 m^3 de sciage; scieries diverses (Coforêt): 20 000 m^3

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

The French forest owners cooperatives organisations main goal is to build a powerful cooperatives network all over the country:

- To give private forest owners the technical instruments necessary for a long term and durable management of their forests. This is why Groupe Coopération Forestière is fully concerned with the quality forest management policy's certification on the double base of the PEFC group standard, and ISO 14001 standard.

  French forest owners cooperatives try to develop a lot of investments in forest management services, adapted to all sizes of forest holdings.
- To improve the forest economic competitiveness. French forest and wood industry certainly has a big economical potential, but has, due to historical traditions, lost a lot of competitive degrees compared to many other European countries. The competitiveness of forest investments and most of all, of the wood supply chain must be very largely improved. This is one of the main missions of forest owners' cooperatives, and their efforts for small scale of forest production must be increased, for the benefit of the whole wood industry.

  The growing need of a more effective wood mobilisation implies an increase of investments in this supply chain, from forest owners' advices to logistics aspects.

  Thus many subjects for R&D actions are engaged by these organisations, on plantations techniques and machines, harvest sites organisations and planning, GIS applications for forest management and supply chain stock identifications and woodchips productions.
- To take part as an essential actor of the regional territories planning.
- To promote cooperative values such as democratic representation, giving forest producers a real decision-maker capacity, in order to better satisfy their needs and to improve their economic activities and long term revenues.

The main fields of activity are:

- Services: forest management, management document elaborations, afforestation, all types of forest worksites
- Wood harvesting and sales, of all kind of round wood : soft wood, hardwood, nearly all species, due to the large variety of French forest production capacity
- Supplying for forest owners: forest seedlings chemical products and small forest equipments.

The main political goals of forest owners' cooperatives organisations in France are to visualise and to fund these investments, because of the huge difficulties they have to face due to small scale forestry and to the wood industries traditional way of supplying wood.

An important change of mind seems to be necessary, and the cooperatives goal is to reach a market part of 35 % of the total round wood market, which means more than 100 % of increase!

Contact

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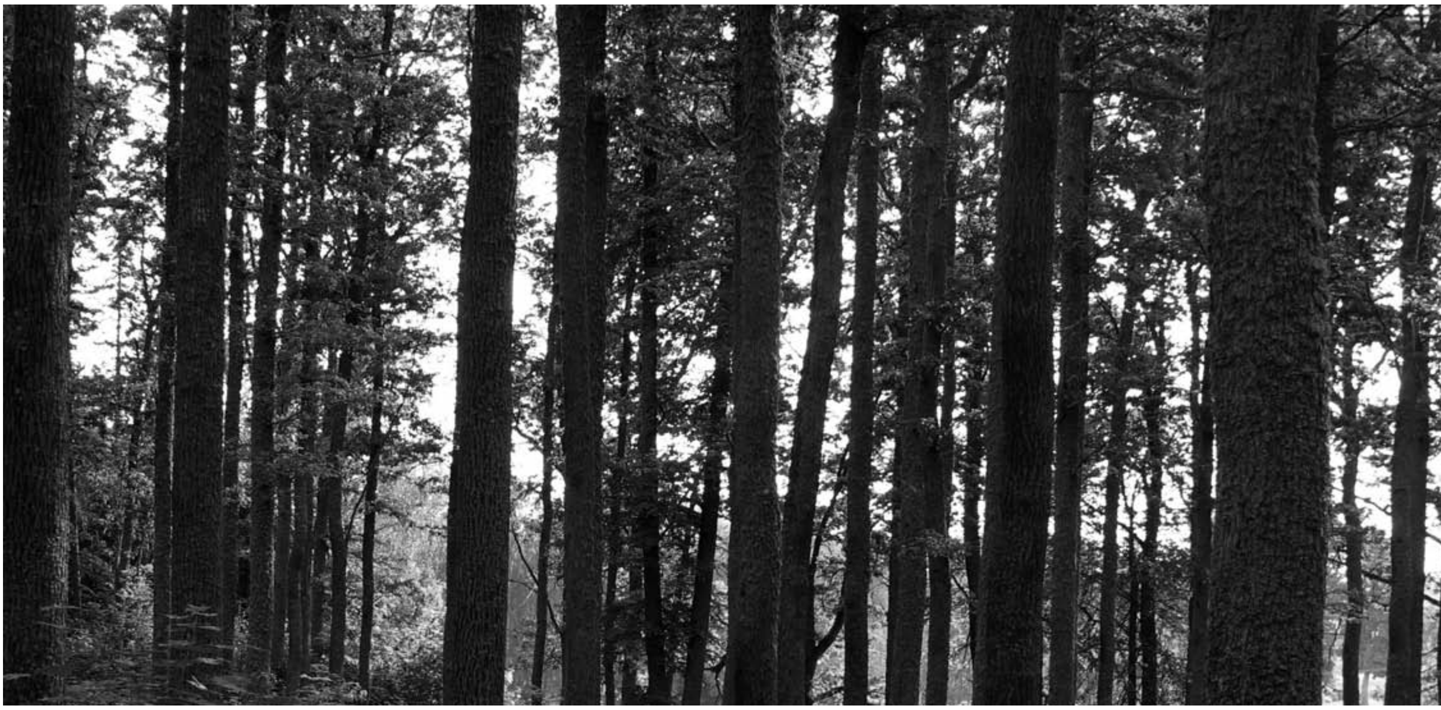

Photo: Jüri Pere

Germany

Definition of a cooperative (according to the Bundeswaldgesetz)

§ 16 Forstbetriebsgemeinschaften (forest management cooperatives): Cooperative of forest owners under private law, which have as objective to improve the management of the affiliated forests and those areas that are determined for afforestation, in particular to overcome the disadvantages of low holding size, unfavourable structure of the area, ownership fragmentation, and/or other structural deficiencies.

§ 17 Tasks of forest management cooperatives – the forest management cooperatives have to fulfil at least one of the following measures:

1. Coordination of forest management plans or forest management reports and of the economic plans as well as of the individual forestry measures
2. Coordination of the measures that are essential for the forestry production and the marketing of timber and other forest products
3. Execution of planting activities, soil improvement and thinning activities including forest protection
4. Building and maintenance of forest roads
5. Implementation of timber harvesting, timber processing and timber transport
6. Supply and use of machinery and equipment for measures listed under 2-5

§ 21 Forstbetriebsverbände (forest management associations): Associations of forest owners in the form of a public corporation/public body, that follow the objective of § 16.

This kind of cooperative is for especially unfavourable structured areas. Its establishment is arranged by the government agency responsible for the area. Members are the involved properties and those who have a right of use forest areas. It is only of little significance in Germany.

§ 37 Forstwirtschaftliche Vereinigungen (forest management federations): Mergers of Forstbetriebsgemeinschaften and Forstbetriebsverbänden under private law with the exclusive objective to adapt production and marketing of forest products to the demands of the market.

To do so, forest management federations shall use the following measures: a) consulting their members b) coordination of marketing c) conditioning and storage of forest products d) procurement and use of forest machinery.

National forest cooperative organisation

There is no stand-alone national forest cooperative organisation. The only nationwide committee is the Ausschuss für Forstwirtschaftliche Zusammenschlüsse (Committee of Forest Cooperatives) of the AGDW (German Forest Owner Association).

Relationship to the other forest owners' organisation

The Committee of Forest Cooperatives is one out of four committees of the AGDW and therefore also closely linked to the forest owners' organisations of the federal states that delegate members of their cooperatives to this committee.

Head of the Board **Michael Prinz zu Salm-Salm**
Managing director **Sabine Bresemann**

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

(See also Tasks of forest management cooperatives)

- Coordination of forest management and forestry measures (forest management plans, forest management reports, economic plans, individual forestry measures)
- Coordination of timber harvesting, timber processing and timber transport (supply and use of machinery and equipment)
- Coordination of timber marketing and marketing of other forest products
- Coordination of building and maintenance of forest roads
- Closing contracts
  a) for the management of the cooperatives
  (With state forest employees or private service providers, which often manage the cooperatives)
  b) for forest management planning
  c) for forest insurances (fire, storm)
- Bundling of applications for subsidies

Unfavourable structured forest properties (fragmented properties, fragmented forest areas, adverse conditions because of unsettled communities of heirs) are an important problem.

Management of cooperatives by state forest employees is very common in many regions (figure for total forest cooperatives direct employment is very vague). Indeed, in Germany, cooperative can have the choice between having a state forest employee as manager and receiving direct public subsidies. Due to the reorganisation of the federal state forest administrations it is expected that many of them will not be able to provide this service any longer in the future (cutbacks and manpower shortage).

Contact

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Main figures of national forest owner organisations

Number of forest owners members of cooperatives	382.900
Number of private forest owners members of cooperatives	~ 379.000
Number of public forest owners members of cooperatives	3.000 – 4.000
Number of total private forest owners in the country	~ 2.000.000
Number of public forest owners in the country	~ 10.000
Forest Surface of members of cooperatives	3.500.000 hectares
Private forest surface of members of cooperatives	Indeterminate due to insufficient figures from the cooperatives
Public forest surface of members of cooperatives	Indeterminate due to insufficient figures from the cooperatives
Total privately owned surface in the country	4.823.723 hectares
Total public forest surface in the country	6.252.076 hectares
Number of cooperatives organisations	4.550
Shares owned by owners members of a cooperative (yes/no)	No
Total forest cooperatives direct employment	~ 5.000
Total annual consolidated turnover of the forest cooperatives organisations	~ 850.000.000 €
Part of this turnover from forest management services selling	Indeterminate (management services and round wood selling are closely interlinked and can not be distinguished)
Part of this turnover from forest round wood selling	Indeterminate (management services and round wood selling are closely interlinked and can not be distinguished)
Part of this turnover from mills product selling (sawmills and paper mills,…)	- (cooperatives do not produce / merchandise mill products)
Total annual round wood harvested by cooperatives (in m^3)	~ 15.000.000
Total annual round wood exports volumes by cooperatives (in m^3)	Indeterminate (along German borders round wood export amounts 15 % of the total round wood harvested by cooperatives)
Total annual round wood imports volumes by cooperatives (in m^3)	-
Total annual round wood harvested in the country (in m^3)	~ 70.000.000
Total annual sawed wood produced by cooperatives (in m^3)	-
Total annual sawed wood exports volumes by cooperatives (in m^3)	-
Total annual sawed wood imports volumes by cooperatives (in m^3)	-
Total annual sawed wood produced in the country (in m^3)	24.000.000
Total annual pulp produced by cooperatives (in T)	-
(cooperatives do not produce pulp)	
Total annual pulp exports volumes by cooperatives (in T)	-
Total annual pulp imports volumes by cooperatives (in T)	-
Total annual pulp produced in the country (in T)	3.000.000
Total annual paper produced by cooperatives (in T)	-
(cooperatives do not produce paper)	
Total annual paper exports volumes by cooperatives (in T)	-
Total annual paper imports volumes by cooperatives (in T)	-
Total paper produced in the country (in T)	23.000.000
Total annual woodchips production by cooperatives (in T)	~ 3.000.000
Total annual woodchips production in the country (in T)	~ 10.000.000

Latvia

Definition of a cooperative

According to the legislation in force in Latvia, i.e., Law on Cooperative Societies, "cooperative society" is a voluntary union of legal and natural entities whose goal is to provide services to its members for increasing effectiveness of their economic activity.

According to the same law the principles of a cooperative society are as follows:

1. A cooperative society is a voluntary organisation open for membership for any legal or natural entity without any social, gender, political and religious discrimination, provided this entity is willing to receive services provided by the cooperative society and willing to accept the member's obligations as said by the statutes of the organisation.
2. A cooperative society is managed by its members who provide active and democratic management of an organisation.
3. Each member has one vote in the general assembly of an organisation.
4. The capital of a cooperative society is created and controlled, and also profit is divided by its members.

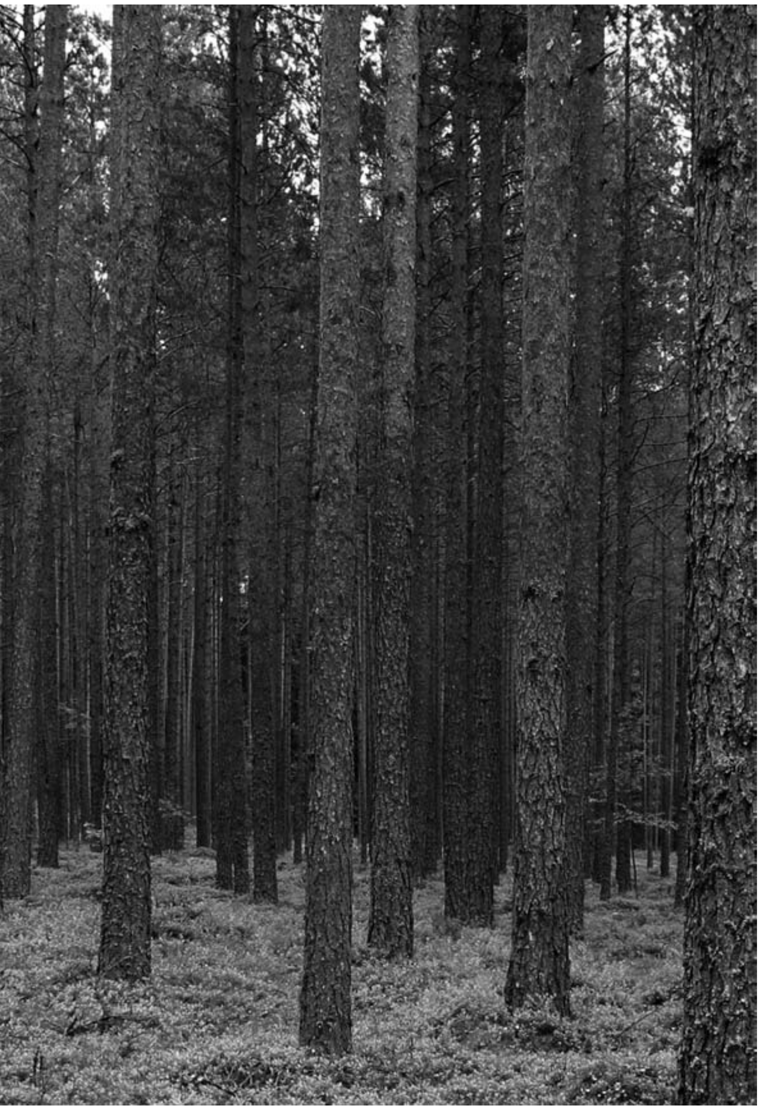

Photo: Jüri Pere

National forest cooperative organisation

Does not exist

Relationship to the other forest owners' organisation

The Latvian Forest Owners Association has started collaboration with the local forest owners' associations on developing private forestry and other issues. The Latvian Forest owners association is providing support to the existing forest owners associations as for information and education and experience exchange In spring 2008 the local forest owners' organisations delegated Latvian Forest Owners Association to be their interests representing organisation nationally and internationally.

Head of the Board **Arnis Muižnieks**
Managing director **Aiga Grasmane**

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

According to the Law on Cooperative Societies there are no operating forest owners' cooperatives in Latvia.

In Latvia there are about 40 local forest owners' organisations that together have about 800 members, so they are relatively small. Many of them developed when there was support available for establishing forest owners' organisations. These organisations are trying to start to offer services to forest owners, e.g., forest management planning, estimation of stand volumes, but do not deal with timber sales.

Contact

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Main figures of national forest owner organisations

Number of forest owners members of cooperatives	- (there are no forest owners cooperatives in Latvia)
Number of private forest owners members of cooperatives	-
Number of public forest owners members of cooperatives	-
Number of total private forest owners in the country	150 000
Number of public forest owners in the country	117
Forest Surface of members of cooperatives	-
Private forest surface of members of cooperatives	-
Public forest surface of members of cooperatives	-
Total privately owned surface in the country	1.39 mill. ha
Total public forest surface in the country	1.57 mill. ha
Number of cooperatives organisations	0
Shares owned by owners members of a cooperative (yes/no)	-
Total forest cooperatives direct employment	-
Total annual consolidated turnover of the forest cooperatives organisations	-
Part of this turnover from forest management services selling	-
part of this turnover from forest round wood selling	-
Part of this turnover from mills product selling (sawmills and paper mills,…)	-
Total annual round wood harvested by cooperatives (in m^3)	-
Total annual round wood exports volumes by cooperatives (in m^3)	-
Total annual round wood imports volumes by cooperatives (in m^3)	-
Total annual round wood harvested in the country (in m^3)	11 mill.
Total annual sawned wood produced by cooperatives (in m^3)	-
Total annual sawed wood exports volumes by cooperatives (in m^3)	-
Total annual sawed wood imports volumes by cooperatives (in m^3)	-
Total annual sawed wood produced in the country (in m^3)	3,5 mill.
Total annual pulp produced by cooperatives (in T)	-
Total annual pulp exports volumes by cooperatives (in T)	-
Total annual pulp imports volumes by cooperatives (in T)	-
Total annual pulp produced in the country (in T)	0
Total annual paper produced by cooperatives (in T)	0
Total annual paper exports volumes by cooperatives (in T)	0
Total annual paper imports volumes by cooperatives (in T)	0
Total paper produced in the country (in T)	0
Total annual woodchips production by cooperatives (in T)	-
Total annual woodchips production in the country (in T)	2,3 mill.

Lithuania

Definition of a cooperative

Official definition from the Law on Cooperatives of the Republic of Lithuania: A cooperative society (cooperative) is an economic entity established on the basis of law on a voluntary basis by a group of natural and (or) legal persons for the purpose of satisfying business, economic and social needs of its members and functioning on their initiative and at their risk.

Note: No less than 5 persons, who are citizens of the Republic ofLithuania and are 18 years of age and over, or citizens and legal persons registered in Lithuania may be founders of a cooperative society (cooperative).

National forest cooperative organisation

The cooperatives of family forest owners are members of Forest Owners Association of Lithuania (www.forest.lt)

Chairman, Forest Owners Association of Lithuania
Algis Gaizutis

Relationship to the other forest owners' organisation

In April 1993 the Forest Owners Association of Lithuania (FOAL) was founded for the first time in the history of the country with the initiative to represent the interest of forest owners and to develop the institutional framework for the family forestry and subsequently became registered as a public organisation (on 8 June, 1993). The FOAL is the national interest organisation for the forest owners in Lithuania and has the status of an independent public NGO.

FOAL is recognised national organisation in Lithuania and internationally. FOAL consists of: Member of Chamber of Agriculture of Lithuania; Member of Confederation of European Forest Owners (CEPF); Associated member of European Landowners' Organisation (ELO); Member of International Forestry Alliance (IFFA); Programme for the Endorsement of Forest Certification schemes Council, (PEFCC) [trough FOAL founded non profit organisation "PEFC Lietuva"].

FOAL is taking steps to enhance the education and extension services for private forest owners in Lithuania. It is the founder of public institution "Private Forest Extension Centre", which is organising courses for forest owners throughout the country since 2000.

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

The large number of forest owners (more than 200 000) and the small and fragmented character of private holdings (4.6 ha on average) create difficulties in obtaining a sustainable supply of round wood from the private sector. Restoration of private ownership rights on forest land has incurred certain problems in relations towards private ownership (as state forest officials don't like appearance of new decision makers in territories which they has controlled 100 % formerly under Soviet regime, so intensive media campaigns were started against private forest ownership as a very negative phenomenon in forestry) and changed attitudes towards forest management which will take some time to resolve, as Lithuania has no traditions and experiences in organised private forest management, as there were no other forest owners cooperative or association established before.

Cooperation among private forest owners is getting stronger, however. The Forest Owners' Association of Lithuania (FOAL; see www.forest.lt) supports the development of a network of forest owners' cooperatives and other enterprises that provide all forestry-related services, including trade in round wood. FOAL members network is now the biggest supplier of wood from the private forests and one of the biggest players in the overall round wood market of the country.

Forestry has only a small or even a negligible role in the household economy of rather big part of family forest owners in Lithuania. Because of the small, fragmented holdings, forest management is complicated and relatively expensive. The problem is magnified because many forest owners have limited or no knowledge about forest management and usually live far from their property.

The Forest Owners Association of Lithuania (FOAL; see www.forest.lt), the national public organisation that represents and unites private forest owners, is helping to develop management structures for private forestry. Established in 1993, it now has more than 5 500 active members. FOAL also works with non-members through 38 regional associations.

FOAL has supported the development of a network of forest owners' cooperatives and collaborating companies. The first owners' cooperative was founded in 1998, and within a short time others were created as the industrial demand for round wood and owners' demand for forestry services rapidly increased. The network currently comprises 25 to 30 small companies and cooperatives, and it continues to expand rapidly. These companies employ over 130 skilled professional foresters offering forest owners the full range of forest management and marketing services under the FOAL umbrella. However, the demand for services still exceeds current capabilities.

The network operates on two levels. In the field, cooperatives advise local forest owners and consolidate production volumes. These are then marketed through a round wood trading company that specialises in supplying the largest buyers.

All the forests, irrespective of their size and purpose, must be well managed and cared for. Only the owners of the big forests can afford hiring forest managers, forest rangers or other forestry specialists for the management and protection of their forests. Small and middle-sized forest owners cannot afford this. Even when a forest owner is a member of cooperative, he or she is deciding by himself how to manage his or her forest and to what extent he/she uses the cooperative's services. The main objectives of forest owners co-operatives are:

- to benefit the members of private forest cooperatives and FOAL due to sustainable way of forest management activities;
- to increase the efficiency of private forest holding management;
- the defense of private forest owners economical interests;
- The representation of forest owners towards business partners.

It is vital, that professionals help forest owners to manage their forests, because most forest owners are lacking sufficient skills for an in optimal forest management.

Forest owners can get professional help to manage their forests by joining cooperatives. Specialists working in cooperatives are well acquainted with the problems that forest owners face and they can suggest the best solution to these problems. The main arguments for forest owners to join the cooperative are:

- More simple management of the forest holding. All services to forest owners – forest management, protection, timber trade, ... – can be carried out by the forest owners cooperative;
- Being a member of the cooperative, makes it easier to get subsidies for management of the private forest holding.

The principles of management of forest owners co-operative:

- Free membership. As much members as it is possible.
- One member, one vote.

The main services provided by forest owner's cooperatives are:

- information, consultancies, teaching and education;
- timber trade;
- forest management plans;
- afforestation;
- forest cuttings;
- improvement of recreational areas;
- forest production marking and evaluation of timer volume;
- sawn timber production;
- organisation of hunting;
- Agroturism and others.

In 2001, FOAL created the market information system "Infomedis" (meaning "info tree") (see www.forest.lt/index.php?1123976489), a monthly bulletin supplying up-to-date market information on round wood sales and prices in private forests available for participants of the system in electronic mailing.

Initially, members of forest owners' cooperatives have established a marketing company, Ekomediena Ltd (see www.ekomediena.lt), to centralise wood trade with the main domestic and foreign clients, which has operated successfully since October 2002. Other forestry and forest industry groups have also joined the FOAL network – for example the wood panel and furniture production holding company Vakaru Medienos Grupe (VMG) and Bangene, the largest Lithuanian capital-based trading company, which exports round wood (pulpwood and logs) mainly to Poland, the Russian Federation, Germany and Sweden.

Although the volumes supplied by each of the FOAL cooperatives and companies are small, nearly 70 to 80 percent of their round wood is sold through specialised wood trading companies that belong to the network, which now supplies 20 000 to 25 000 m^3 of round wood monthly. Being a large supplier, such a network is able to guarantee stability and favorable conditions for both buyers of round wood and producers – family forest owners.

The volume of round wood marketed through the FOAL network has increased from only 30 000 m^3 in 2001 to 650 000 m^3 by 2006 – i.e. by 2 166 percent. At the same time total round wood supply from private forests in Lithuania has increased by only 35 to 40 percent. Thus the companies under the FOAL umbrella have captured the additional market share; in 2006 they sold 26 percent of round wood from private forest (compared with only 2 percent in 2001) and 10 percent of total Lithuanian round wood supply. FOAL has been the largest round wood supplier in Lithuania since 2004.

Forest owners can participate in the network in a number of different ways. They can be full members of a cooperative; they can sign a long-term forest management agreement; they can sell standing timber (or a whole forest) through the network; or they can simply purchase forestry services.

FOAL has become the largest round wood supplier in Lithuania because the better bargaining power at the large scale enables it to achieve sales prices that are about 10 percent higher than the market average. These benefits are then passed back to the forest owner. Before the cooperative movement took off, round wood from private forests sold for 20 percent less than the market average.

Contact

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Main figures of national forest owner organisations

Number of forest owners members of forest owner associations	n.\a.
Number of private forest owners members of forest owner associations	n.\a.
Number of public forest owners members of forest owner associations	-
Number of total private forest owners in the country	232 000
Number of public forest owners in the country	1
Forest Surface of members of forest owner associations	n.\a.
Private forest surface of members of forest owner associations	n.\a.
Public forest surface of members of forest owner associations	n.\a.
Total privately owned surface in the country	~780 000 ha (+ 300 000 ha under restitution)
Total public forest surface in the country	1 mill. ha
Number of forest owner associations	~15 forest owner associations
Shares owned by owners members of a cooperative (yes/no)	Yes (one member- one vote principle)
Total forest owner associations direct employment	~60-70 specialists
Total annual consolidated turnover of the forest owner associations	n.\a.
Part of this turnover from forest management services selling	~ 30 %
Part of this turnover from forest round wood selling	~60%
Part of this turnover from mills product selling (sawmills and paper mills,…)	-
Total annual round wood harvested by forest owner associations (in m^3)	~200 000 m^3
Total annual round wood exports volumes by forest owner associations (in m^3)	-
Total annual round wood imports volumes by forest owner associations (in m^3)	-
Total annual round wood harvested in the country (in m^3)	5 500 000 m^3
Total annual sawed wood produced by forest owner associations (in m^3)	-
Total annual sawed wood exports volumes by forest owner associations (in m^3)	-
Total annual sawed wood imports volumes by forest owner associations (in m^3)	-
Total annual sawed wood produced in the country (in m^3)	~1 250 000 m^3
Total annual pulp produced by forest owner associations (in T)	-
Total annual pulp exports volumes by forest owner associations (in T)	-
Total annual pulp imports volumes by forest owner associations (in T)	-
Total annual pulp produced in the country (in T)	-
Total annual paper produced by forest owner associations (in T)	-
Total annual paper exports volumes by forest owner associations (in T)	-
Total annual paper imports volumes by forest owner associations (in T)	-
Total paper produced in the country (in T)	-
Total annual woodchips production by forest owner associations (in T)	
Total annual woodchips production in the country (in T)	n.\a.

Definition of a cooperative

Norway has had cooperatives, especially sales cooperatives, for a long time, typically in the forestry and agricultural sector. A cooperative is a company selling service to their members or marketing the member's products. Normally the members are owners of a part in the cooperative. The cooperatives are governed according to international cooperative principles. The most important principles are free access and entry and one member one vote regardless of size. In 2007 Norway for the first time got a law regulating the cooperatives. The aim of the law has been to codify the existing activities. Other important areas of cooperatives in Norway are housing and consumer cooperatives.

NORGES SKOGEIERFORBUND

National forest cooperative organisation: presentation

The Norwegian Forest Owners' Federation is the umbrella organisation for the 8 regional forest owners' cooperatives in Norway. The Federation and the regional cooperatives are combined political and economic organisations. The Federation concentrates on coordination and national politics, while the economic activities, timber trade, service and counselling of members is the main task of the regional organisations. The regional cooperatives buy the wood from their members/owners' and sell the wood to the industry. Each regional cooperative conduct price negotiations with the industry. National price negotiations are not allowed.

Head of the Board **Helge Evju**
Managing director **Gudbrand Kvaal**

Relationship to the other forest owners' organisation

The Norwegian Forest Owners' Federation with the regional cooperatives is the main economic and political forest owners' organisation with 40.000 members and owners and 80 % market share in the timber trade. There is an organisation with around 200 members organising many larger properties with less than 10 % market share. This organisation is not a cooperative.

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

Practically the whole commercial forest area in Norway is certified through PEFC group certification. The cooperatives will only buy certified wood from their members and the industry will only buy certified wood from Norway and countries where certified wood is available.

The cooperatives have investments in industry mounting to more than 500 million Euros. They are jointly the largest owner, around 15 %, in the global paper company Norske Skog, and own more than 60 % of the Moelven group, operating sawmills and woodworking industry in Norway and Sweden. Regionally they have a lot of minor engagements, but do not have wholly-owned industry subsidiaries. The dividend from industrial investments amounts to about 20 million Euros per year.

Research shows that the forest owners a very committed to their forests, even if nearly all of them are part time foresters and have their main sources of income outside the forest. Two thirds of the forest income generates from wood products and bio energy. The forest owners actively seek additional sources of income, and their fishing and hunting rights and forest based tourism become increasingly more important.

Developing new sources of income, and engagements outside the wood sector, represent new challenges also for the forest owners' cooperatives.

Contact

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Photo: www.nordicforestry.org Dagh Bakka

Main figures of national forest owner organisations

Number of forest owners members of cooperatives	40.000
Number of private forest owners members of cooperatives	Approx 40.000
Number of public forest owners members of cooperatives	Approx 100
Number of total private forest owners in the country	120.000 according to statistics down to 2,5 ha 80.000 owners above 10 hectares 50.000 owners above 25 hectares
Number of public forest owners in the country	1 state forest organisations Approx 200 municipality forests
Forest Surface of members of cooperatives	3,5 mill hectares productive forest 5 mill total forest area
Private forest surface of members of cooperatives	95% private
Public forest surface of members of cooperatives	5% public
Total privately owned surface in the country	6 mill hectares productive forest 10,5 mill hectares total forest land
Total public forest surface in the country	1 mill hectares productive forest 1,5 mill hectares of total forest land
Number of cooperatives organisations	8 (Seven org. from 1 Jan 2009)
Shares owned by owners members of a cooperative (yes/no)	yes
Total forest cooperatives direct employment	350
Total annual consolidated turnover of the forest cooperatives organisations	340 mill Euros
Part of this turnover from forest management services selling	80 mill
Part of this turnover from forest round wood selling	240 mill Euros
Part of this turnover from mills product selling (sawmills and paper mills)	20 mill – from dividends not from sales
Total annual round wood harvested by cooperatives (in m^3)	6,5 mill m^3
Total annual round wood exports volumes by cooperatives (in m^3)	0,5 mill
Total annual round wood imports volumes by cooperatives (in m^3)	0,1 mill
Total annual round wood harvested in the country (in m^3)	7,5 mill m^3 for industrial purposes (in addition 3-4 mill fuel wood)
Total annual sawed wood produced by cooperatives (in m^3)	Have only ownership interests
Total annual sawed wood exports volumes by cooperatives (in m^3)	0
Total annual sawed wood imports volumes by cooperatives (in m^3)	0
Total annual sawed wood produced in the country (in m^3)	2,3 mill m^3
Total annual pulp produced by cooperatives (in T)	Have only ownership interests
Total annual pulp exports volumes by cooperatives (in T)	0
Total annual pulp imports volumes by cooperatives (in T)	0
Total annual pulp produced in the country (in T)	2,4 mill ton
Total annual paper produced by cooperatives (in T)	0
Total annual paper exports volumes by cooperatives (in T)	0
Total annual paper imports volumes by cooperatives (in T)	0
Total paper produced in the country (in T)	2,2 mill ton
Total annual woodchips production by cooperatives (in T)	0
Total annual woodchips production in the country (in T)	1,5 mill ton

Definition of a cooperative

In Portugal, there is no cooperative status in the forest sector this status exists in the agricultural sector). There are forest owners' organisations. These associations provides the following services among others: information, technical support, representation of interests to the authorities and other institutions, forestry projects, training, silviculture prevention actions, assessment and support in sales, survey of areas with GPS equipment, geographical register of the land property, among others. These organisations are generally non – profit, with technical capacity. They are headed by a board of directors composed by elected associated forest owners.

Each structure has at least one technician. Most of them also have firemen team working on fire prevention.

The structure is composed by administrative staff, forest engineer and specialised forest workers. Today, there are 179 forest owners' organisations in Portugal.

National forest cooperative organisation

There is no national cooperatives organisation in Portugal

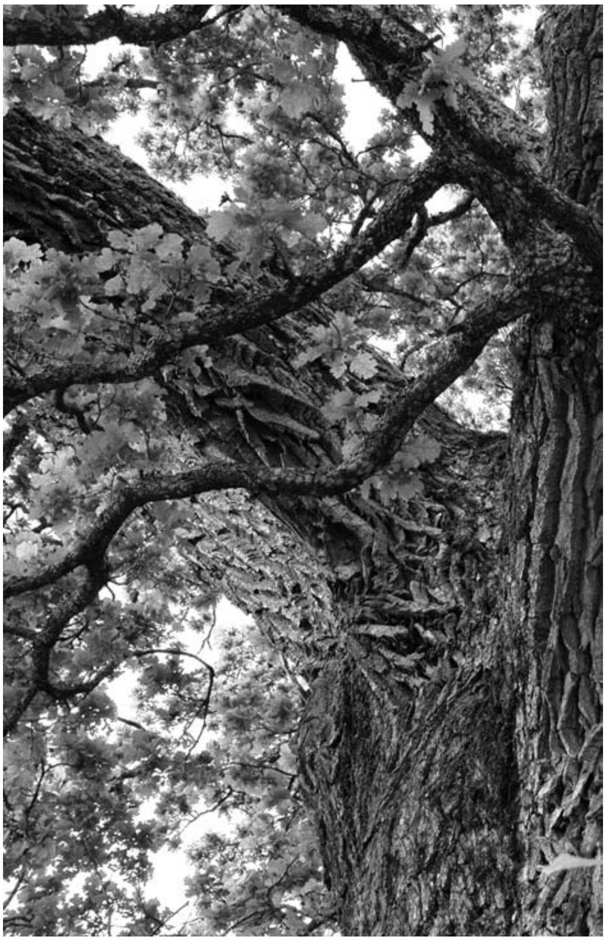

Photo: Jüri Pere

Relationship to the other forest owners' organisation

There are different forest owner's organisations in Portugal

forestis
associação florestal de portugal

Forestis (Portugal Forestry Association) represents 30 forest owners organisations mainly based in the North of Portugal providing them with technical support and consultancy and political representation to safeguarding private owners' interests. These sub regional forest owners organisations are spread mainly all over all the north and centre of Portugal and their main objective is to support the private forest owners to increase the production and value of goods and services generated by the forest. Forestis also works also in partnerships with other private and public forest organisations. It takes part in various scientific forum dedicated to new technologies and scientific know how exchange and forest new technologies, in order to develop innovative initiatives in the forest management and protection field.

Forestis main activities are:

- technical advice
- information system aiming at facilitating forest management
- material supplying
- forest experts training
- law and policy monitoring

Head of the Board
Prof. Doutor Francisco Carvalho Guerra
Managing director **Rosário Alves**

Portugal forest owner's national federation (FPFP)

FPF represents individual forest owners' and about 70 forest owners organisations. It is responsible for defending the interest of private forest owners at the national and international level. It promotes economic, social and environmental functions of private forest in Portugal based on sustainable development principals. It also works on improving forest owners revenues and rural population well being.

Head of the Board **Ricardo Jacinto**

Main figures of national forest owner organisations

Number of forest owners members of cooperatives	(Aprox) 12000
Number of private forest owners members of cooperatives	(Aprox) 12000
Number of public forest owners members of cooperatives	0
Number of total private forest owners in the country	400.000
Number of public forest owners in the country	1 (represents 2% of total forest area)
Forest Surface of members of cooperatives	
Private forest surface of members of cooperatives	1.2 M ha
Public forest surface of members of cooperatives	0
Total privately owned surface in the country	3.28 M ha
Total public forest surface in the country	66.000ha
Number of cooperatives organisations	179
Shares owned by owners members of a cooperative (yes/no)	no
Total forest cooperatives direct employment	345
Total annual consolidated turnover of the forest cooperatives organisations	
Part of this turnover from forest management services selling	
Part of this turnover from forest round wood selling	
Part of this turnover from mills product selling (sawmills and paper mills)	
Total annual round wood harvested by cooperatives (in m^3)	
Total annual round wood exports volumes by cooperatives (in m^3)	
Total annual round wood imports volumes by cooperatives (in m^3)	
Total annual round wood harvested in the country (in m^3)	About 12 M m^3
Total annual sawed wood produced by cooperatives (in m^3)	
Total annual sawed wood exports volumes by cooperatives (in m^3)	
Total annual sawed wood imports volumes by cooperatives (in m^3)	
Total annual sawed wood produced in the country (in m^3)	2.2 M m^3
Total annual pulp produced by cooperatives (in T)	
Total annual pulp exports volumes by cooperatives (in T)	
Total annual pulp imports volumes by cooperatives (in T)	
Total annual pulp produced in the country (in T)	2.06 M ton
Total annual paper produced by cooperatives (in T)	
Total annual paper exports volumes by cooperatives (in T)	
Total annual paper imports volumes by cooperatives (in T)	
Total paper produced in the country (in T)	1.6 M ton
Total annual woodchips production by cooperatives (in T)	
Total annual woodchips production in the country (in T)	1.3 M ton

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

Forests cover 37% of Portugal national territory. Most of the forest area is private and unfortunately much parcelled out (85% of the forest properties are less than 5 hectares). The small size and the dissemination of private forest properties makes management and planning very difficult, which explains the deterioration of the forest resources and the increasing of the forest fire risk.

In a region where small property is common (less than 2.5ha by owner), it is crucial to

- promote actions that encourage the adoption of appropriate management attitudes,
- develop prevention and territorial intervention strategies related to the safeguard of the Forest and
- Improve the forest economic competitiveness, with the main goal of forest sustainability.

The forest owner's organisations are one of the main instruments to reach these objectives.

The forest intervention area is another instrument that is being set up in Portugal to reach these objectives.

A forest intervention area is a delimited geographic zone, mainly composed of forest area. It is managed by one single private entity (which is a forest owner organisation) according to a management planning document. The minimal criteria for a forest intervention area to be officially recognised are the following: 1000 hectares and 50 forest owners. The forest owners can decide freely whether they want to join the forest intervention area or not. If they do so, they accept that the management rules decided at the level of the forest intervention area to be implemented in their property.

The forest intervention area aims at promoting sustainable forest management, protecting the forest area against fire and developing wood production at a relevant level. The forest intervention area is allowed to harvest and sell wood in the name of the forest owners, actions that can not be set up by a forest owners' organisation. In conclusion, the forest intervention area is quite similar to forest cooperatives in other countries. Portugal is working on developing private forest economic organisation instruments.

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Contact

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Photo: Jüri Pere

Sweden

Definition of a cooperative

Economic association based on the international cooperative principles (ICA - International Cooperative Alliance)

National forest cooperative organisation

LRF Skogsägarna *Federation of Swedish Farmers – Forestry division*

Relationship to the other forest owners' organisation

The biggest four (4) cooperative Forest Owners Associations are members in LRF Skogsägarna. LRF has approximately 150 000 members which are forest owners. Half of the members in the cooperative Forest Owners Associations are also members of LRF. That sums up to approximately 200 000 members. Though LRF is mainly an agricultural federation the figures below are only the cooperative Forest Owners Associations.

Head of the Board **Christer Segerstéen**
Managing director **Linda Hedlund**

Photo: Jüri Pere

Main aspects of actions, goals, and characteristics of forest cooperatives organisations

The Forest Owner Association is an economic association based on cooperative principles such as democracy – one member one vote, and profit sharing via wood price bonus, interest on equity capital and capital emissions.

The main goal of the association is to obtain maximal long term profitability, thereby giving benefit for the members in terms of higher economic yield from their property. This can be reached through mobilising the potential of the family forestry and use resources in an effective way, at the same time as it is possible to avoid larger structural drawbacks. The association also constitutes a stronger part in the timber market and gives increased lobbying strength. Some activities performed by the association are: sales and purchases of round wood, forestry services, industrial processing, training and information, influencing forest and industrial policies. This means that the role of the member becomes many-sided – forest owner, part owner, customer and business partner.

Henceforth, the main challenges of the associations are a tough market competition and a new Swedish owner profile. The national market competition is characterised by strong forest industry companies, while the challenge of the global market primarily consists of the Southern hemisphere plantation forestry. The profile of the Swedish forest owner squad is changing – 35 percent are non-residents (urban owners), 35 percent are females, and only about 20 percent have combined enterprises (forestry and agriculture).

On the other hand, the opportunities of the associations most likely will be: increased demand (of traditional assortments but foremost bio energy assortments) and thereby better prices, and increased wood production. Increased production of wood could be reached through silvicultural activities, use of the best available seedlings, fertilising and intensified education and extension services.

Contact

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Main figures of national forest owner organisations

Number of forest owners members of cooperatives	About 107 000 members of the forest cooperatives (107 369)
Number of private forest owners members of cooperatives	See above
Number of public forest owners members of cooperatives	5 episcopates (church districts) A number of municipalities
Number of total private forest owners[5] in the country	About 335 805 240 742 holdings
Number of public forest owners in the country	2 state owned enterprises 13 episcopates A large number of municipalities
Forest Surface of members of cooperatives	6 375 000 hectares
Private forest surface of members of cooperatives	See above
Public forest surface of members of cooperatives	200 000 hectares
Total privately owned surface in the country	17 340 000 ha[6] (76 %) of which 11 813 000 ha family forest[7] (52 %).
Total public forest surface in the country	4.4 millions of hectares
Number of cooperatives organisations	6 forestry cooperatives (main 4 are members of LRF)
Shares owned by owners members of a cooperative (yes/no)	Yes
Total forest cooperatives direct employment	4.541 persons
Total annual consolidated turnover of the forest cooperatives organisations	2587 million EURO
Part of this turnover from forest management services selling	See below incl. with round wood
Part of this turnover from forest round wood selling	~ 0.93 billion EURO (36 %)
Part of this turnover from mills product selling (sawmills and paper mills)	~ 1.66 billion EURO (64 %)
Total annual round wood harvested by cooperatives (in m^3)	About 19,7 million m^3 sub (totally delivered: about 26 million)
Total annual round wood exports volumes by cooperatives (in m^3)	Very limited
Total annual round wood imports volumes by cooperatives (in m^3)	200.000
Total annual round wood harvested in the country (in m^3)	95.5 million solid cubic metres including bark and tops. 77.6 m^3 sub (2007)
Total annual sawed wood produced by cooperatives (in m^3)	4.5 million
Total annual sawed wood exports volumes by cooperatives (in m^3)	3.1 million
Total annual sawed wood imports volumes by cooperatives (in m^3)	None
Total annual sawed wood produced in the country (in m^3)	18.6 million
Total annual pulp produced by cooperatives (in T)	2 million
Total annual pulp exports volumes by cooperatives (in T)	1.3 million
Total annual pulp imports volumes by cooperatives (in T)	None
Total annual pulp produced in the country (in T)	12.4 million
Total annual paper produced by cooperatives (in T)	None
Total annual paper exports volumes by cooperatives (in T)	None
Total annual paper imports volumes by cooperatives (in T)	None
Total paper produced in the country (in T)	11.9 million
Total annual woodchips production by cooperatives (in m^3)	About 605.000 (solid volume)
Total annual woodchips production in the country (in TWh)	18.3 TWh

[5] Including a few large industrial companies owning forest.
[6] Including a few large industrial companies owning forest
[7] Both figures show forest land area, productive forest with an increment of more than 1 m^3 per ha and year

Overview of results

Tables of main figures

In the tables below an overview of the main figures is presented. As can be seen from table 1, the number of producer organisations in the Nordic countries and Austria are relatively low, but those organisations are large ones. In Germany on the other hand the number is much higher than in any other country that answered the questionnaire. Germany also has a high amount of private forest owners, only France has more. Relative to its total population, Finland has a large amount of forest owners, contributing to almost one fifth of the population.

Membership numbers – or rather the share of the total number of private forest owners that are members of producer organisations – vary from just a couple of percent up to almost 40 % of forest owners. For Austria, Norway and Sweden this percentage is approximately 35 %. In Denmark, Germany and Finland the membership share ranges from 14 to 22 %, whereas producer organisations in Estonia, France and Portugal have a very low share of the total number of private forest owners as their members. Membership numbers must however be viewed in light of the size of the properties, where normally the very small properties represent a high number, but a small surface or marketed wood volume and value.

The member surface follows the membership shares quite well in Estonia, whereas in Portugal it becomes clear that cooperative members have properties larger than average. Both in Austria and Denmark the membership share and the surface share show equal percentages, although Austria is the only country with surface share (slightly) smaller than its membership share. All the other countries in the study show a higher share of member surface than membership share.

Table 1

Figures of the number of forest producer organisations, number of members and total surface within the organisations.

Country	Number of producer organisations	Private forest owners	Members	Share (%)	Total private surface (ha)	Member surface (ha)	Share (%)
Austria	8	150,000	54,800	37%	2,525,645	837,500	33%
Denmark	8	25,000	5441	22%	335,000	78,000	23%
Estonia	47	55,000[8]	2000	4%	925,675	100,000	11%
Finland	1	920,000	131,032	14%	11,800,000	5,300,000	45%
France	30	3,500,000	100,200	3%	10,500,000	1,800,000	17%
Germany	4,550	2,000,000	379,000	19%	4,823,723	3,500,000[9]	~ 50%[10]
Latvia	0	150,000	-	-	1,390,000	-	-
Lithuania	15	232,000	-	-	800,000	-	-
Norway	7	120,000	40,000	33%	6,000,000	3,500,000	58%
Portugal	30	400,000	12,000	3%	3,280,000	1,200,000	37%
Sweden	6	335,805	107,369	32%	11,813,000	6,375,000	54%
Total	4,702	7,887,805	831,842	11%	54,193,043	22,690,500	42%

[8] The figure was 50 000 – 60 000

[9] Also includes the public members forest area: If the public members are considered to be municipality forest and in Germany around 30 % (according to UNECE PFO database [source: http://www.unece.org/trade/timber/fra/PFO.htm]) of the consolidated private and municipality forest area is municipality forest, you could calculate that around 0.70 x 3 500 000 ha = 2 450 000 ha would be private forest. That would give a member percentage of around 50 % of the private forest surface.

[10] The given figures would give that 73 % of the private forest surface is within the cooperatives, but a more accurate figure would probably be around 50 % as shown above.

The share of harvested volume varies considerably. The producer organisations in Norway are an exception in the sense that they harvest almost 60 % of the estimated total annual harvest in Norway. This representing even 75% of the marketed industrial wood production. Finland and Sweden are also rather strong in this sense, whereas the producer organisations in the Baltic countries (Estonia and Lithuania) only represent a small low share of the annual harvest.

It is interesting to compare these figures to those presented by the study *"wood resources availability and demands – implications of renewable energy policies. A first glance at 2005, 2010 and 2020 in European Countries"* carried out in October 2007 by the United Nations Economic Commission for Europe, the Food and Agricultural Organisation, the University of Hamburg and the European Commission[11]. According to this study, the total wood supply from EU/EFTA countries[12] amounts to 775 Mm^3 [13] in 2005. Therefore, the eleven countries which answered to the questionnaire for the present study represent 42% of the total European wood supply.

It is important to notice that most of the countries where forest producer organisations are strongly established (mainly Nordic countries, Austria, Germany and France) have answered to the questionnaire. Therefore, the share of the producer organisations harvesting is probably around 10% at the EU/EFTA level. Even if the share of the marketed industrial wood supply is higher (excluding non-commercial self consumption), this means that the forest owner organisations have a huge development potential in Europe and a similar potential to contribute to the reliable wood supply and the competitiveness of the European forest based industry.

Table 2

Figures of harvested volumes

Country	Total harvest (M m^3)	Forest producers organisations harvest (M m^3)	Forest producers organisations harvest Share (%)
Austria	21.3	3.3	16%
Denmark	2.1	0.6	29%
Estonia	5.9	0.2	3%
Finland	57.8	18.0	31%
France	36.0	5.5	15%
Germany	70.0	15.0	21%
Latvia	11.0	-	-
Lithuania	5.5	0.2	4%
Norway	11.5	8.6	75%[14]
Portugal	12.0	-	-
Sweden	95.5	24.3	27%
Total	328.6	73.6	22%

Photo: Jüri Pere

[11] Autors: Udo MANTAU, Kit PRINS, Florian STEIERER, Sebastian HETSCH

[12] 27 EU member states + Norway + Switzerland + Liechtenstein

[13] Wood supply from forests, from co-products and from recovered wood

[14] 57% of estimated harvest, including non-commercial harvest. 75% share of marketed wood sale

The consolidated turnover turned out to be a figure difficult to acquire from the respondents. The results however show that the Finnish (Metsäliitto) and Swedish producer organisations have a very strong industrial side.

The number of employees in the producer organisations varies considerably per country, partly due to the level of development of the respective organisations. Germany has the highest number of employees, but the number is not directly comparable between the countries as they have different kind of tasks. For instance in Sweden and Finland a large share of the staff work within the industry-branches of the producer organisations, whereas this is not the case in the

Table 3

Figures of consolidated turnover and employees within the forest producer organisations

Country	Turnover (M €)	Part from: Services (M €)	Roundwood selling (M €)	Industry (M €)	Employed in forest producer organisations
Austria	-	-	-	-	370
Denmark	85	18	67	-	100
Estonia	-	-	-	-	60
Finland	7,669[15]		1 735	4,194	3,527
France	250	10	240		9,000
Germany	850	-	-	-	5,000
Latvia	-	-	-	-	-
Lithuania	-	-	-	-	70
Norway	340	80	240	20[16]	350
Portugal	-	-	-	-	345
Sweden	2,587		930	1,660	4,541
Total	11,781				15,263

Summary of main aspects of actions, goals, and characteristics of forest owner organisations around Europe

European forest owner organisations common goals and characteristics

After analysing all the questionnaires filled in by the 11 countries, it can be concluded that there are common points between forest owner organisations in Europe – some goals and characteristics are shared by these organisations.

These common objectives and principles are the following:

- To provide forest owners with any advisory services they need in order to manage their forest and harvest their wood:
  - Investments in forest management services, adapted to any size of forests properties
  - To increase the efficiency of private forest holding management – development of management planning: forest management plans, forest management reports, economic plans
- Defending private forest owners' economical interests;
  - To represent private forest owners towards business partners
  - To optimise forest owners long-term profitability
  - To make market information available for producers in order to answer to costumers needs
  - To reduce the dependence of wood imports and secure a stable wood supply for the industry. Marketing of European wood.
- To improve wood supply competitiveness:
  - Promote investments in transports, GIS, exchange of informatics data, processing machinery and equipments.
- To represent forest owners interests towards the national and European administrations

[15] The total turnover of the group. The two other figures show the part of the turnover according to their shares

[16] From dividends, not from sales

- To promote and implement sustainable forest management principles:
    - Promotion of voluntary, cost-effective sustainable forest management certification schemes (mainly by helping all type and sizes of properties to respect their commitments by means of adapted services)

Nordic Region

The Nordic region is characterised by a strong focus on wood production. The high-level of organisation in Nordic forestry has enabled an overall commitment to sustainable forest management among small forest owners. It has also resulted in certification of large areas of small forest holdings. The overarching goal of forest producer organisations in Denmark, Finland, Norway and Sweden is to obtain maximal long term profitability, thereby providing benefit for the members in terms of higher economic yield from their property. The approach taken in the Nordic region is to mobilise the potential of family forestry and to use resources in an effective way. The highly organised approach in the Nordic region enables avoiding larger structural drawbacks. Forest owner associations in the region also constitute strong actors on the timber market and give increased lobbying strength to private forest owners. During recent years a new task has been taken up by the associations, namely the development of new sources of income.

Finnish, Norwegian and Swedish forest producer organisations differ from the Danish forest producer organisations in the sense that the first three are also forest industry actors, with their own pulp, paper and sawmills.

In addition to the above, the producer organisations offer many different services, such as: sales and purchases of round wood, forestry services, industrial processing, training and information, influencing forest and industry policies. As a result, the members of the producer organisations are manifold – forest owner, shareholder, customer and business partner.

Baltic Region

A major task for forest owner associations in Estonia, Latvia and Lithuania is to increase the interest in managing private forest properties and to educate forest owners on how to manage their forests – preferably through joint activities and through increasing the level of organisation in private forest owner associations. The strong need for developing forest owner associations and stimulating forest owners to manage their forests and joining the associations is partly due to the socialist background of the Baltic region. Hence, changes in attitude towards "cooperation and producer organisations" take some time.

The overall objectives of forest owner associations in the Baltic region are:

- Defending private forest owners' economical interests;
- Representation of private forest owners towards business partners;
- Political lobbying on behalf of forest owners;
- Promoting sustainable forest management (clear cut, afforestation, reforestation, recreation);
- Increasing the efficiency of private forest holding management;
- Advisory services and trainings.

Central and Eastern Europe

Unfortunately none of the central and eastern European countries replied to the survey. However, forest owner organisations exist in most of the countries, but they are all weak and rather unstructured. Most of the attention is still given to the establishment of forest owner organisations as well as to the restitution process, which has not yet been concluded in all central and eastern European countries.

Western Europe

The three western European countries that were included in this assessment (i.e. the only three that responded to the questionnaire) were Germany, Austria and France.

The overall goals for forest producer organisations are to maintain a good income situation for their members. Related goals are to:

- Provide a sustainable wood supply
- Enable a customer oriented supply
- Reduce dependency of imports
- Coordination of forest management and forestry measures (forest management plans, forest management reports, economic plans, individual forestry measures)
- Coordination of timber harvesting, timber processing and timber transport (supply and use of machinery and equipment)
- Coordination of timber marketing and marketing of other forest products
- Coordination of building and maintenance of forest roads
- Coordination of contracts and other administrative procedures
- Developing investments in forest management services, adapted to small scale forestry.

Southern Europe

The Portuguese organisations focus on the adoption of appropriate management attitudes and to develop prevention and territorial intervention strategies for safeguarding the forest from forest fires. Such activities also aim at improving competitiveness of a sustainable forest.

One single country is not enough to draw a conclusion for the whole region, but in general one could say that the situation in southern Europe (Spain, Italy and Greece) is more or less similar to the situation as described for Portugal.

Discussion and Conclusion

Discussion

As mentioned in the scope, only 11 countries out of 29 are presented in this study. Some countries do not yet have well developed private forest organisations. However, the most important forest nations have contributed with information.

A major problem was that compiled accurate information about the producers' organisations and forest owners' co-operatives were lacking. Sometimes the figures given were uncertain or not available at all. There is a need to improve the information on regional and local level. Another problem with the quality of the data is that the data.

The data provided by the national contacts were sometimes difficult to compare. As there are different standards, i.e. on how to report harvested volumes, some differences between the presented figures may appear. For example, some countries reported volumes in cubic meters under bark, while others report over bark. In most cases the aim has been to present the figures "over bark", but sometimes it was not clear which unit was applied, i.e. if only m^3 or m^3 solid were given. By searching European and national databases the figures could in some cases be confirmed or improved, but in some cases no further information could be found. This was especially the case for the producer organisations' own harvest. Similar problems also arose with the figures on forest area due to differences in reporting standards.

Photo: Jüri Pere

Another data-collection difficulty was the availability of figures on turnover of the producer organisations. A possible explanation might be found in the structure of a producer organisation. As is already indicated by the word "cooperative" itself, a producer organisation is not necessarily one single enterprise, but a conglomerate of many smaller enterprises.

One of the most striking results of this study is that Germany has such a high number of registered producer organisations, in comparison to other strong forestry countries in Europe. It is not easy to present a unifying explanation for this situation, but maybe the large number of (smaller) and dispersed producer organisations is related to the federal structure of Germany and the related relative importance of the various states (Bundesländer) in Germany. Such a regional (or "national" if you may) focus may also result in a similar focus on "borders" of the producer organisations. Another explanation might be the long tradition of organising/structuring land ownership – dating back to feudal times – resulting in an even stronger local/sub-regional orientation of land owners when choosing to cooperate.

As the definition of a producer organisation or a forest owner association differs among countries, it has been hard to determine where to draw the line. The studied organisations across Europe could have a different focus and operate under different framework conditions. In this study the main focus is on producer organisations or forest owners associations with specific economic goals.

Conclusion

To get a better overview of the European Private Forest Organisation more responses would be desirable. Furthermore, data could consequently be improved or updated.

The results from the survey stress the need for more knowledge about forest producer organisations and associations on a regional and local level. The Nordic countries, as well as Austria, seem to have well developed producer organisations and rather good knowledge about them. However, there is room to increase the membership and member area, and for better knowledge about the regional and local forest owner associations. As for Western Europe (e.g. Germany and France) there is plenty of potential for improvement in number of members and surface, but the need for greater knowledge is even more required.

In the Baltic States the situation is different. The knowledge down to the local level is rather limited and at the same time the potential for growth in members and surface is high. As there is a lack of information from the other Central Eastern European country, no firm conclusions could be drawn, but the situation is probably worse than in the Baltic States.

Of the south European countries only Portugal responded to the questionnaire. One country is not enough to draw accurate conclusions, but in general one could say that the situation in southern Europe can be characterised by forest owners' organisations being under continuing development. Therefore the situation is rather similar to the Baltic States, the need for knowledge is crucial and the potential for increasing the number of forest owner members and forest area is high.

One of the most important conclusions from this report is that more information about forest owners' organisations on a regional and local level is needed. This can, however, not be done without the help of organisations on a national level. It is not surprising that most information came from the most active forestry countries in Europe. In this respect the Nordic countries are a good example of how economically beneficial forest owner economic cooperations can be. The Nordic region is characterised by a long tradition of strongly organised private forest ownership and cooperation among them, resulting in a profitable forest economic situation for private forest owners. This situation indicates the importance of economic cooperation between private forest owners if they are to profit from scale-benefits, improved market access etc. By giving these examples and regarding them in the light of the current attention for wood mobilisation (e.g. in the frame of renewable energy sources policies) it becomes obvious that there is a strong need for forest owner mobilisation and cooperation throughout Europe. Such wood mobilisation initiatives contribute tremendously to the overall competitiveness of the European forest-based industries. Experience has shown that forest industries clearly benefit from strong forest owners organisations. In addition, the results of this study show a potential for increasing the number of organised forest owners, especially in non-Nordic regions of Europe.

In conclusion, this study shows that:

- Forest owners' economic cooperation is a strong force in Europe and strongly contributes to sustainable forest management among large, medium-sized, and small forest owners across Europe.
- There is a variety of forms of economic and political cooperation among forest owners, due to differences in history, culture, and political/economic framework conditions. Such diversity enables the continuous adaptation to changing local and regional circumstances.
- Forest owner cooperation secures the efficient and stable wood supply from areas with many small forest holdings. Such cooperation provides benefits of scale, increases cost efficiency and strengthens the overall competitiveness of the forest sector in Europe.
- By strengthening the level of organisation and cooperation of forest owners, essentials such as education, training, capacity-building, forest services and advice can be implemented more broadly and effectively at various scales.
- Through stimulating the formation of local social networks and the building of trustful relations between forest owners, a strong commitment and motivation towards sustainable forest management and a continuous wood supply to the local/national/European forest-based industry can be guaranteed.
- Forest owners' organisation enables cost-efficient group certification for all sizes of forest properties including small forest properties.
- Forest owner cooperation motivates and activates small forest owners to engage more actively in the wood supply chain, for it leaves them in control of their own property and gives them a sense of ownership of the cooperation initiative. Such commitment comes naturally when giving forest owners process responsibility in stead of taking away responsibility from the owners.
- There is a clear potential for increasing the sustainable harvest of growing forest resources to answer to the call for wood and forest-based energy to combat climate change. The main challenge is to put in place favourable framework conditions and support for helping the formation of stronger economic cooperation among forest owners. In order to meet this challenge whole-hearted and open-minded cooperation is required with public authorities, state forest services and industry, because dealing with this challenge is of mutual benefit for all.
- The main task ahead is now to strengthen existing cooperation and to develop a plan for strengthening economic cooperation between forest owners in areas that today lack strong forest owner organisations.

Forest owner economic cooperation is the key towards diversity, a viable economy, rural development and social networks.

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