



Forest Farm Activity and Harvest Log Cover Page Instructions

Objective: Appalachian Sustainable Development (ASD) is asking for your help in collecting financial information on forest farming. This data will be used to create a Forest Farming Calculator with the USDA National Agroforestry Center. This decision support tool will help forest farmers gauge the profitability of their enterprise. In return for data collection, participating farmers will receive a financial analysis of their forest farm to help make informed decisions for enterprise enhancement. Your assistance is greatly appreciated!

Scope: ASD is seeking input from growers who are actively managing their forest botanicals through forest farming only; wild harvested forest botanicals are not being considered at this time for this analysis. **Forest farming** is the cultivation and stewardship of forest botanicals under a forest canopy that is intentionally modified or maintained to provide shade levels and habitat that favor growth and enhance production levels. **Forest botanicals** are herbaceous medicinal plants native to Appalachia that include, but are not limited to: American ginseng, black cohosh, blue cohosh, bloodroot, false unicorn/start grub, goldenseal, solomon's seal, stoneroot, and wild yam.

Instructions: From site planning to final sale, please complete the Forest Farm Activity and Harvest Logs as shown in the examples on the following pages. For each activity, please indicate the date on which it was conducted, the total number of hours spent OR dollar amount invested, the crop, and [production method](#) used. Please use separate lines for *in-kind time and private investment*, and where applicable, indicate *different plant parts* in the description (i.e. ginseng leaves VS ginseng roots harvested). Please fill out the form *completely*.

ASD would like to collect the Forest Farm Activity Log on a quarterly basis (October 16, 2020; April 19, 2021; October 18, 2021; and April 20, 2022). The Forest Farming Harvest Log is due on an annual basis at the end of each year through 2022. ASD will send an email reminder of when the logs are due. The logs can be sent to ASD the following ways:

1. Email an electronic version of the logs to Robin Suggs at rsuggs@asdevelop.org
2. Photograph or scan a hard copy of the logs and email to Robin Suggs at rsuggs@asdevelop.org
3. Mail the logs to Appalachian Sustainable Development (ATTN: Katie) at 103 Thomas Rd. Bristol, VA 24201

If you have any questions, please contact Robin Suggs, ASD Procurement Manager, at rsuggs@asdevelop.org. Thank you for your assistance! *This project was made possible with support from a USDA NRCS Conservation Innovation Grant.*

How to Complete the Forest Farm Activity Log

Examples of activities to record:

- Certification paperwork
- On-farm inspection
- Flagging and site preparation
- Planting
- Weeding/mulching
- Irrigating
- Harvesting
- Storage (refrigeration, packing in peat, etc.)
- Driving to processor or buyer
- Processing (i.e., washing, drying, cutting)

Examples of expenses to record:

- Planting stock
- Fertilizer, soil amendments
- Fungicide, rodenticide
- Tools
- Fencing or other predatory control
- Irrigation system
- Fuel, oil, lubrication
- Certification expense
- Advertising/promotion
- Shipping
- Insurance
- Climate Control Equipment (i.e. dehumidifier, fan, fridge)

| EXAMPLE Forest Farm Activity Log | | | | |
|---|----------------------|--------------------------|--|---|
| Date | In-Kind Hours | Investment Amount | Activity or Investment Description | Crop / Production Method (if applicable) |
| 6/1/20 | n/a | \$300 | Paid for Forest Grown Verified certification | Black Cohosh / wild stewarded ¹ |
| 7/1/20 | 0.5 | n/a | Site planning - measured out bed size | Ginseng / woods grown ² |
| 7/5/20 | n/a | \$500 | Purchased ginseng seeds (5lbs X \$100/lb) | Ginseng / woods grown |
| 7/10/20 | 0.5 | n/a | Site planning - measured out bed size | Goldenseal / wild simulated ³ |
| 7/15/20 | n/a | \$160 | Purchased goldenseal roots (4lbs X \$40/lb) | Goldenseal / wild simulated |
| 9/3/20 | 2 | n/a | Harvested black cohosh root | Black Cohosh / wild stewarded |
| 9/4/20 | 3 | n/a | Processing black cohosh root | Black Cohosh / wild stewarded |

How to Complete the Forest Farm Harvest Log

¹ **Wild Stewarded** – Sustainably managing an existing, wild stand of forest botanicals. Practices may entail stand expansion through reseeding and rhizome division, modifying the forest canopy, removing competing understory plants, rotating harvests, and only harvesting a certain percentage annually.

² **Woods Grown** – Intensive cultivation of forest botanicals, often resembling field agriculture with rows and clusters of a single crop. Practices may include tilling, fertilizing, weeding, controlling disease, insects, and wildlife, clearing vegetation in the understory and thinning the forest over story.

³ **Wild Simulated** – Cultivating a polyculture of forest botanicals in a way that mimics natural growing environments. Practices may include manually planting seeds and/or rootstock, modifying the forest canopy, removing competing understory plants. Fertilizers and pesticides are rarely used.

Please complete the Forest Farm Harvest Log as shown in the example below. Data from previous harvest years, if available, would be very useful if you are willing to share. This will help in gaining a better understanding of production over time from initial establishment.

Example Forest Farm Harvest Log

| Crop Common Name | Year Planted* | Survival Percent* | Harvest Year | Harvest Area (sq ft) | Plant Part Harvested | Total Pounds Harvested* - Fresh & Clean | Pounds Sold FRESH | FRESH Price/LB Received | Pounds Sold DRY | DRY Price/LB Received | Production Method Used |
|-------------------------|----------------------|--------------------------|---------------------|-----------------------------|-----------------------------|--|--------------------------|--------------------------------|------------------------|------------------------------|-------------------------------|
| Goldenseal | 2017 | 70% | 2020 | 200 | root | 40 | n/a* | n/a | 10 | \$100 | wild simulated |
| Ginseng | 2011 | 87% | 2020 | 500 | root | 180 | n/a | n/a | 50 | \$1,150 | woods grown |
| Ginseng | 2017 | 87% | 2020 | 250 | leaf | 47 | 10 | \$134 | 10 | \$700 | woods grown |
| Black Cohosh | 2017 | N/A | 2020 | 300 | root | 200 | 20 | \$20 | 50 | \$45 | wild stewarded |
| Blue Cohosh | 2018 | 90% | 2020 | 450 | root | 25 | 5 | \$20 | 5 | \$45 | wild simulated |

**Year Planted* and *Survival Percent* are only applicable to *wild simulated* and *woods grown* forest botanicals. Leave this column blank for wild stewarded.

**Total Pounds Harvested* is the weight of fresh and cleaned material, with dirt and surface moisture removed to avoid including dirt and water weight.

*For fresh and dried harvest weight and sales price, write N/A if not applicable. EX) If herbs were sold fresh ONLY and none were sold dried, write N/A in the *Pounds Sold DRY* and *DRY Price/LB* columns.

