

Introduction

Multi-use owners are best described as pragmatic individuals who have a strong and multi-faceted interest in their land. The financial and amenity benefits of woodland are equally valuable to them, and they try to use land in ways that balance different objectives. They tend to embrace a traditional philosophy of valuing the land, working it respectfully, and using it to the fullest. They tend to be outdoorsy people who enjoy working and playing on their land, have an emotional attachment to their woods, and derive enormous satisfaction from owning woodland. Many are quite knowledgeable about their land and feel confident of their ability to manage it well.

Nationally, they are the largest group of landowners. Some of these landowners tend to have fixed ideas about what is good for their woods. They may mistrust authority and expertise, or anyone who is promoting a particular ideology or interest. Communications with these landowners should appreciate their knowledge of their land, recognize their independence, and reflect their right to use their land as they see fit.

Basic Statistics

Number and Acreage

- Estimated number of ownerships in this group: **49,000**.
- This group constitutes **35%** of total family woodland owners in this geography with 10+ acres.
- Total acreage covered by these ownerships: **4,322,000 acres**.
- This is **47%** of the total acres held in wooded acreage of 10+ acres.

Land Tenure

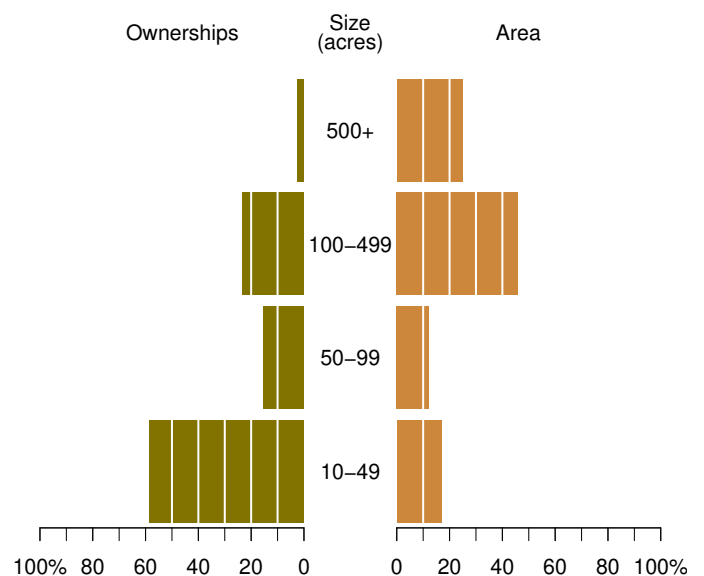
- Average land tenure is **22 years**.
- **6%** have owned this land for less than 10 years.

Percent of landowners that say their woods are

- Part of their home: **59%**
- Part of cabin or vacation home: **17%**
- Part of their farm or ranch: **32%**

Size of Holdings

The bars on the left show the proportion of woodland owners in this group who own land parcels of specified sizes. The bars on the right show how the wooded acreage held by this group of landowners is distributed among the specified parcel sizes.

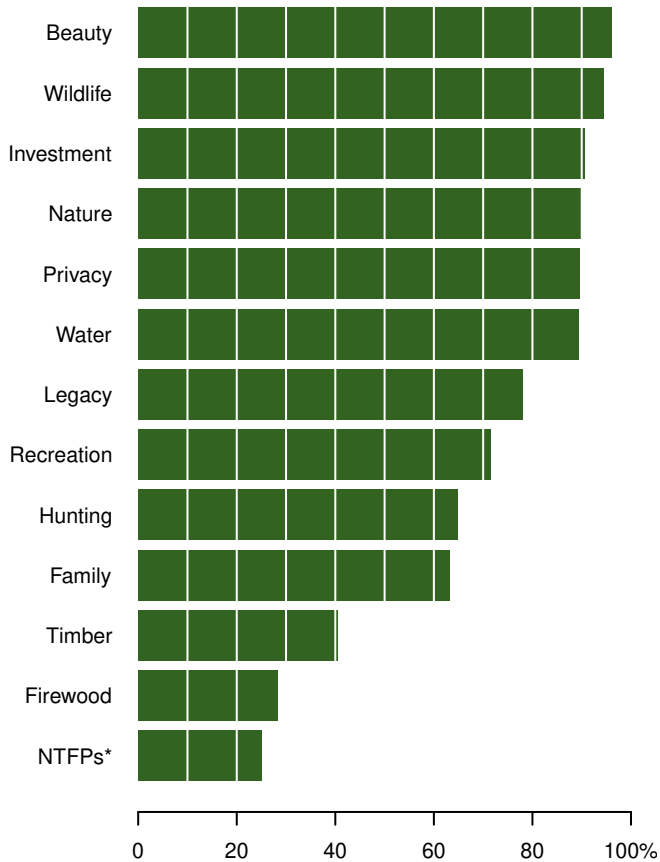


Landowner Attitudes

84% of the landowners are classified as Prime Prospects. This means they have good stewardship attitudes but are not highly engaged in managing their land.

Reasons for Owning Woods

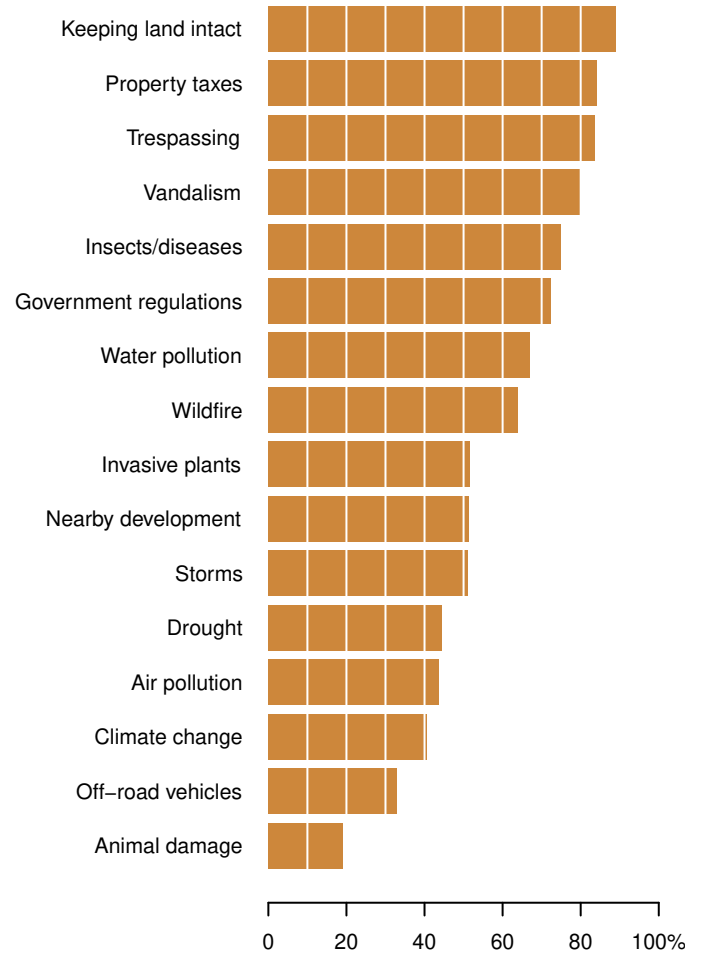
The percentage of landowners in this group who cited each of these reasons for owning land as important or very important to them.



* Non-timber forest products

Landowner Concerns

The percentage of landowners in this group who said they are concerned or greatly concerned about each of these factors.

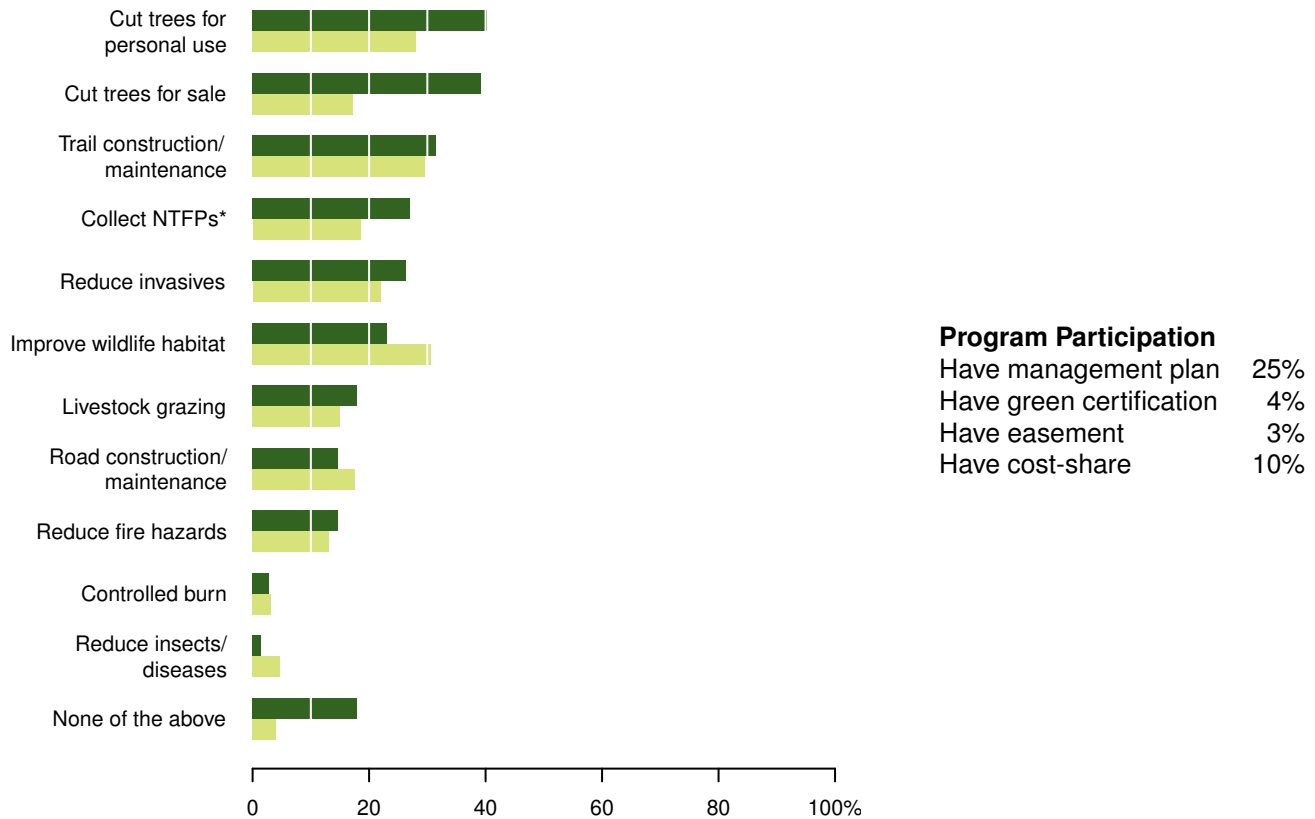


Activities on the Land

TELE classifies **28%** of the landowners in this group as active managers. This means that they have done at least four of the following activities on their land.

Past and Future Activities

The dark green bars show the proportion of woodland owners in this group that have done each of these activities in the past five years. The light green bars show the proportion who say they are likely or extremely likely to do that activity in the next five years.



* Non-timber forest products

Advice

26% of the landowners in this group have received advice or information about care, management or protection of their woodland in the past five years.

Sources of Advice

The proportion of landowners that said they have received advice from each of these sources in the past five years.

State or local government employee	14%
Extension agent/forester	12%
Federal government employee	6%
Private consultant	16%
Another landowner	7%
Family member or friend	8%
Other	0%

Preferred Modes

The proportion of landowners who said that they would prefer to receive advice or information in the following ways.

Talk to someone	21%
Have someone visit my land	17%
Written materials/ publications	11%
Internet	8%
Email	2%
Conference/Workshop	6%
Other	1%

Knowledge and Values

88% of these landowners say they know their woodland very well.

51% of these landowners want to know more about their woodland.

75% of these landowners have a strong emotional attachment to their woodland.

75% of these landowners feel their woodland provides benefits to their community.

Future Plans

86% of these landowners want their wooded land to stay wooded.

23% say they plan to sell or transfer their land in the next 5 years.

22% say they would sell their land if offered the right price.

Demographics

Average age: **62 years**

65% have a college education or higher

7% rely on their woods for at least 5% of their income

Non-minority: **99%** Minority: **1%**

Male: **64%** Female: **36%**



These landowner profiles have been developed by the Tools for Engaging Landowners Effectively program (TELE), formerly known as the Sustaining Family Forests Initiative (SFFI). TELE is a collaboration between the USDA Forest Service and the Center for Nonprofit Strategies. TELE aims to gain and disseminate comprehensive knowledge about family forest owners throughout the United States. For more information about TELE, visit www.engaginglandowners.org. The profiles use data from the National Woodland Owner Survey (NWOS) conducted by the USDA Forest Service. The data in this specific summary are based on a sample of 106 families and individuals that own 10 or more acres of woodland in Virginia collected between 2017 and 2018. For more information about the NWOS, visit www.fia.fs.fed.us/nwos.