



# ACF NEWSLETTER

## MICHIGAN CLASS A WINTER WINNER!

The ACF Michigan chapter hosted the Practice of Consulting Forestry class in conjunction with their annual meeting from February 10<sup>th</sup> through the 13<sup>th</sup>. Hosting this class was made possible by the “Forests for Fish” grant, which is managed by Michigan DNR Stewardship Coordinator Mike Smalligan. “Mike came to me with an opportunity to grow our chapter membership last year through the Forests for Fish grant. We decided the best way to spend the grant money and grow our chapter and the national association would be to host the Practice of Consulting Forestry class in Michigan” said Rexx Janowiak, Michigan ACF president. The plan that was developed entailed using the grant to cover the expenses of hosting the class while using the time commitment of the class attendees as in-kind matching funds. Using this plan the Michigan Chapter was able to offer the class for a modest \$50 fee.

“We used a very aggressive advertising strategy to encourage class participation” Rexx said. This strategy included developing a list of potential members, contacting each by email with details of the class, and then following up with phone calls from our current membership. The class was also advertised outside of Michigan to the other states that make up the northern region. Seventy-one participants attended the entire class thanks to the reduced cost and the new member incentives currently being offered by ACF. Most of the class participants were potential new members from Michigan, Wisconsin, Ohio, and Indiana, along with students from Michigan State and Michigan Technological Universities. An additional 12 full ACF members took part in the marketing portion of the class, held on Monday.

The class was instructed by Richard (Carbo) Carbonetti, Bill Apper, and Tom Bagwell and covered subjects such as successful business techniques, legal considerations, ethics, and marketing. The two and a half day class was very well received by the students and the quality information that was provided by all the presenters kept everyone involved and interested.

In addition to the important information presented, this class provided an excellent networking opportunity for individuals new to the profession. The morning and afternoon breaks, breakfasts, lunches, and a dinner were included in the \$50 registration fee. This allowed ample time for the students to interact with each other, the course instructors, and ACF president Jerry Tugwell, who took the time to attend. Many of the class participants expressed how valuable that time was to discuss the challenges and opportunities they face in their individual businesses.

“I was extremely pleased with all aspects of the class, from the quality of the material presented, to those presenting it, and the high turnout” Rexx said. “Hopefully the hard work put into conducting the class by Michigan ACF, the presenters, and the national office will result in a bevy of quality new members”

**One student in the post-class survey said: “I already had a discussion with our company on what things we can improve on based on the information provided by all the speakers during the class.”**

### Inside this issue:

Shannon McCabe	2
National Conference	3
Western Director Candidates	4-5
President –Elect Candidates	6-7
Distinguished Forester Candidate	8
Chapter News	9
Spread the Word!	10
PFI Announcement	10
Silent Auction	11
Fairweather Commentary	12
Frazer Obituary	13
Membership Report	14-15

312 Montgomery Street  
Suite 208  
Alexandria, VA 22314–1516  
Phone: 703-548-0990  
Fax: 703-548-6395  
[www.acf-foresters.org](http://www.acf-foresters.org)