

## Josephine County Workforce Assessment Interview Script

Hi, my name is \_\_\_\_\_ and I am a member of the Josephine County Stewardship Group and have volunteered to conduct this interview. The Stewardship Group formed out of the Josephine County Integrated Fire Plan (JCIFP) to address implementation of the Plan. We are interested in understanding and increasing the capacity of local firms to carry out stewardship contracting within the County. Typically, the majority of federal contracts are awarded to non-local firms. Your input will help us figure out how to help local firms capture more federal contracts.

As part of this project, we're interviewing forestry contracting businesses in the county to learn more about the kind of experience and interest that they have doing work related to stewardship contracting on public and private lands. The interview should take approximately thirty minutes.

Interviewer: \_\_\_\_\_ Interview #: \_\_\_\_\_

### **General Work Experience:**

- 1.) Please describe the type of work you have done **in the last three years**. (Use table below)
- 2.) Please describe the kinds of work you would be interested in doing **in the future**? (Use table below)
- 3.) What kinds of forest ownerships have you worked on? (Please indicate the percentage of total work you have done in the following areas):
  - \_\_\_\_\_ Federal lands
    - \_\_\_\_ Forest Service
    - \_\_\_\_ BLM
  - \_\_\_\_\_ Industrial Private Forest Land
  - \_\_\_\_\_ Non-industrial Private Forest Land (including residential and woodlot)
- 4.) Why do you do the majority of your work on \_\_\_\_\_ lands as opposed to other lands?

(This table is for internal use only. Record Answers from questions 1 & 2 here.)

<b>TYPE OF OPERATION</b>	<b>In the PAST 3 years I have bid as a primary contractor for this work</b>	<b>In the PAST 3 years I have performed this work as a subcontractor or employee</b>	<b>I would perform or bid on this work in the FUTURE.</b>
Commercial Timber Sales			
Non-commercial Tree Removal			
-Fuels Reductions			
-Prescribed Burning			
-Lopping & Scattering			
-Brushing & Piling			
-Mastication			
-Chipping			
-Pruning			
Burned Area Restoration			
Tree Planting			
Seedling Protection			
Wildlife Habitat Improvement (bat habitat, woody debris, etc.)			
Stream/River Restoration (rip-rap, in-stream structures, etc.)			
Noxious Weed Removal			
-Surveying/Inventory			
-Archeological/Cultural			
-Biological (birds, amphibians, snails, etc.)			
-Botanical (stand exams, understory, etc.)			
Road Construction/Decommissioning			
Road Maintenance			
Trail Construction/Maintenance			
Other (Describe)			

5.) What geographic area (county, region, etc.) do you generally work in?

6.) Do you have experience or interest in being a *prime* contractor?

Yes \_\_\_\_\_ No \_\_\_\_\_

7.) Do you have experience or interest in being a *sub*-contractor?

Yes \_\_\_\_\_ No \_\_\_\_\_

8.) Generally speaking, how big are your projects and how long do they last?

**Federal Contracting in General:**

9.) Have you ever been a primary contractor for a federal agency? (Look to #6 first)

Yes\_\_\_\_\_ No\_\_\_\_\_

10.) Do you want to continue to participate in federal contracts?

11.)

Yes\_\_\_\_\_ No\_\_\_\_\_

12.) (If answer to #10 is no), what would need to change to make you interested?

**Equipment, Technology, and Access to Capital:**

13.) What equipment do you use most often in your business?

14.) Any significant equipment needs that would enable you to get more work?

15.) Do you have access to that equipment? Please elaborate.

Yes\_\_\_\_\_ No\_\_\_\_\_

16.) Do you have a computer in your home or office with internet connection?

Yes\_\_\_\_\_ Dial-up or High-speed Cable/DSL No\_\_\_\_\_

17.) Do you have an e-mail account that you use?

Yes\_\_\_\_\_ No\_\_\_\_\_

**Licensing/Bonding:**

18.) Do your employees have commercial drivers' licenses?

Yes \_\_\_\_\_ No \_\_\_\_\_ N/A \_\_\_\_\_

19.) Are you a licensed contractor with the State of Oregon?

Yes \_\_\_\_\_ No \_\_\_\_\_ N/A \_\_\_\_\_

20.) Are you or your company licensed as a Farm Labor Contractor with Forestry Endorsement?

Yes \_\_\_\_\_ No \_\_\_\_\_ N/A \_\_\_\_\_

21.) Are you or your company licensed under the Migrant and Seasonal Worker Protection Act (MSWPA)?

Yes \_\_\_\_\_ No \_\_\_\_\_ N/A \_\_\_\_\_

22.) Are you or your company licensed to operate and apply pesticides?

Yes \_\_\_\_\_ No \_\_\_\_\_ N/A \_\_\_\_\_

23.) Are you or your company registered in the Central Contractor Registration ([www.CCR.gov](http://www.CCR.gov)) required for all federal contractors?

Yes \_\_\_\_\_ No \_\_\_\_\_ N/A \_\_\_\_\_

24.) Please provide an estimate of your maximum bonding capacity for securing contracts.

\$ \_\_\_\_\_ Not bonded \_\_\_\_\_

**About Federal Contracts Work Opportunities:**

25.) What duration of contract is most appealing to you (# of weeks/months/years)?

26.) What size of contracts do you prefer (i.e. \$ amount, # acres, etc.)?

- 27.) Do you prefer contracts that have single or multiple work types (i.e. thinning, roadwork, planting, etc.)?
- 28.) The size of your crew can be an important factor in determining the scale of projects that you will be willing and able to work on:
- What is the average number of workers on your typical crew? \_\_\_\_\_
- What is the largest crew you would feel comfortable employing on a single job? \_\_\_\_\_
- 29.) Do you have any experience with federal invitations for bid, requests for quotes (RFQ's), requests for proposals (RFP's), or negotiated contracts? If yes, which of these do you have experience with?
- 30.) How comfortable are you with responding to RFP's? Do you do it in-house or do you need to hire out to do them?
- 31.) Do you use the FedBizOpps website ([www.fedbizopps.gov](http://www.fedbizopps.gov)) to find contracts to bid on?
- Yes \_\_\_\_\_ No \_\_\_\_\_
- 32.) Would you like to learn more about contracting on FedBizOpps?
- Yes \_\_\_\_\_ No \_\_\_\_\_

**Stewardship Contracting:**

- 33.) Have you ever bid on or been involved in a stewardship contract? If so, with which agency and which project? (If no, skip next question)
- 34.) If you have bid on a stewardship contract, or have been awarded one, would you do it again? Why or why not?

35.) Do you feel like you need to learn to more about stewardship contracting objectives and mechanisms?

Yes\_\_\_\_\_ No\_\_\_\_\_

36.) Would you be interested in attending a one-day workshop to learn more about stewardship contracting?

Yes\_\_\_\_\_ No\_\_\_\_\_

37.) Is there something specific you would like to see offered for training purposes related to stewardship contracting?

38.) Are you interested in working with other contractors on projects? Why or why not?

Yes\_\_\_\_\_ No\_\_\_\_\_

39.) Please describe your ideal stewardship contracting project (duration, type of work/equipment needed, location, price, etc.):

40.) Any other ways that stewardship contracting could be improved to better suit your business?

### **Woody Biomass Utilization:**

Woody biomass is defined as: *all vegetation grown in a forest or woodland that is the byproduct of management, restoration, or hazardous fuels reduction treatments. Woody biomass is material that is sub-merchantable for conventional commercial timber products.*

41.) Have you ever sold, or are you currently selling any woody biomass? If so, to whom and in what form?

42.) If so, how much do you estimate that it would cost you to process and deliver woody biomass?

- 43.) Are you interested in providing woody biomass to area manufacturers/markets through cutting, chipping and hauling? Why or why not? (Interviewer: Please provide information about the types of chips that area manufacturers are willing to accept.)
- 44.) Do you have suggestions as to how local, state, or federal partners could make woody biomass utilization more viable?

**Workforce and Training Needs:**

- 45.) Do you have any particular training needs for the current or upcoming season, or for work you would like to do in the future?
- 46.) Do you have any other needs or challenges that your business could use help with?
- 47.) Is there anything else you would like to add?

Thank you for taking the time to help us gain insight on local contractor trends. The next step in our process to find out from various land managers about expected future work in Josephine County. After we finish all the interviews, we will be compiling the information into a summary report. If you'd like a copy of the report, we can mail or e-mail you the results. Thanks again for your time. If you have any questions or additional comments, please contact Marcus Kauffman with Resource Innovations/University of Oregon at: (541) 346-0661.