

**10 Important Criteria for
Contractors:
bidding on and operating a
Stewardship Contract**

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1. Understand what you are bidding on
 - expectations of parties
2. Appreciate the work that went into contract development
3. Understand the content
4. Have the tools to do the job
 - ★ Acquire them
 - ★ Sub-contract but make sure you know your contractor well
5. Train your crew to think differently
 - ★ The product is not the logs or the acres but a healthy forest



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6. Have a good lead man if not yourself
 7. Build trust with your contracting officer
 8. Know the markets and market conditions – try to predict future conditions
 9. Have a bank that will work with you
 10. Be patient