

Committee on Energy and Commerce
U.S. House of Representatives
Witness Disclosure Requirement - "Truth in Testimony"
Required by House Rule XI, Clause 2(g)(5)

1. Your Name: Lawrence K. Marshall		
2. Your Title: Vice President of Resources		
3. The Entity(ies) You are Representing: Murphy Company		
4. Are you testifying on behalf of the Federal, or a State or local government entity?	Yes	No X
5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2015. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.		
Murphy Company Timber Sale Contracts		
<u>Sale Name</u>	<u>Contract Number</u>	<u>Agency</u>
Fossen	DAC67-7-17-20	Department of the Army
Bieber Salt	ORMO5-TS-2016.0006	BLM
Butte Mountain Multiproduct	074526	USFS
Carcass Reoffer	001844	USFS
Clarks Dog	ORM05-TS-16-011	BLM
Delay	004314	USFS
Lonely Oak	004397	USFS
Lost Rogue	ORM05-TS-16-0015	BLM
Big Pines	001927	USFS
Tower Stew	001935	USFS
Squishy Bug Salvage	ORM06-TS17-12	BLM
Smith B Round	ORM05-TS-2017-06	BLM
6. Please attach your curriculum vitae to your completed disclosure form.		

Signature: _____

Date: _____

10/2/2017

LAWRENCE KNOX MARSHALL



EXPERTISE

- Timberland Management
- Integrated Resource Optimization
- Manufacturing Optimization
- Strategic Business Analysis
- Timberland Acquisition and Appraisal
- Forest Products Mergers and Acquisitions
- Timberland and Wood Products Financing
- Political and Regulatory Negotiating

MANAGEMENT EXPERIENCE

- **Timberland Management.** Management of Timberlands in Washington, Oregon, and California. Complete and implement annual budgets, revenue forecasts, and strategic management plans. Senior Manager of large tract ownerships up to 200,000 acres. Direct management of up to 70 employees including management, logging contract supervisors, resource planning professionals, registered professional foresters, wildlife and fisheries biologists, and log accountants.
- **Resource Management and Procurement** – Lead and execute procurement for primary and secondary conversion facilities. Coordinate scheduling, purchasing, capital improvements, sales development, and management of facilities. Management of procurement from public and private sources to facilitate highest quality and utilization of raw material through primary and secondary manufacturing for maximum profit. Planned and executed stumpage acquisition strategy for greatest tax efficiency and returns to company.
- **Timberland Acquisitions and Appraisals** – Complete due diligence and financial appraisals for land acquisitions valued from \$10 million to \$750 million in Pacific Northwest and US South. Development of capital models and cash flow analysis for 20-50 year harvest and investment projections. Coordinate, plan, and negotiate financing alternatives and structures. Develop log and lumber price forecasts. Research logging and hauling costs, forest management expenses, and human resource and support staff needs. Identify higher and better use, conservation value, and alternative income opportunities. Complete title review and work with legal counsel to complete purchase and sale agreements and deed transfers.
- **Strategic Resource Planning** – Coordinate resource planning activities for long term strategic plans with existing ownership, log and lumber resource needs for existing and projected growth of business units, and owner's financial return expectations. Identification of specific properties by region that meet and improve long-term investment returns as well as non-strategic parcels. Develop communication strategy to build a network of relationships that facilitate strategic partnerships for various acquisition or disposition possibilities that optimize ownership. Negotiate with financial partners to secure capital requirements for growth projections with various financial institutions.
- **Log Marketing** – Developed and implemented log marketing programs for Washington, California, and Oregon Regions. Sales annually in excess of \$100 million. Developed outreach program with key manufacturing facilities to identify highest sales returns for specific species and sorts throughout market areas. Negotiated supply agreements in excess of \$18 million annually. In depth knowledge of Pacific Northwest log export markets.
- **Land Use Designation and Planning** – Developed and implemented land disposition program for higher and better use and surplus timber properties in Washington, Oregon and California. Identified properties with value exceeding timberland value and non-strategic to long term return expectations. Facilitate development of properties in urban interface to yield maximum amount of building lots for highest total return. Values realized in excess of three times timberland value.

- **Land Dispositions** – Implemented marketing and land sales program in Washington and Oregon. Marketing and negotiating of properties in value from \$1 million to \$40 million. Developed and implemented real estate marketing plans for strategic sales and growth scenarios. Managed and facilitated 1031 exchanges and timing of cash flows for maximum owner return on investment.
- **Mergers and Acquisitions** – Identify and pursue strategic acquisition opportunities for growth in existing and potential new business units. Facilitate negotiations for purchase, joint ventures, and mergers. Work directly in investment banks, private equity, and endowments to explore potential joint-investment interests.

PROFESSIONAL EMPLOYMENT HISTORY

Vice President (Resource Division) – Murphy Company; Eugene, OR (2007-Present)
 Senior Vice President – Rosboro Lumber Company; Springfield, OR (2003-2007)
 CA Region Manager – The Campbell Group LLC, Fort Bragg, CA (2000-2003)
 Tree Farm Manager – The Campbell Group LLC, Cathlamet, WA (1998-2000)
 Inventory/GIS Manager – The Campbell Group LLC, McCloud, CA (1995-1998)
 Forest Technician – The Campbell Group LLC, McCloud, CA (1992-1995)

EDUCATION

Bachelors Degree in Economics, California State University, Chico

- Graduated with honors and #1 in class
- Emphasis in Natural Resources, Econometric Forecasting, and Finance

PROFESSIONAL AFFILIATIONS

Oregon Forest Industries Council
 American Forest Resource Council
 Washington Forest Protective Association

PROFESSIONAL DEVELOPMENT/CONTINUING EDUCATION

International and Southeast US Land Appraisal and Valuation Techniques
 Engineered Wood and Veneer Technology Optimization
 Timberland and Forest Product Certification
 Land Use Planning
 Forest Products Marketing