

# MARKETPLACE FOR FOREST LEASE

## – to rent or rent out forest

*The interest in owning forests and forestland has increased in recent decades. Prices of forest and forestland are still rising, which shows continued high demand. Both private individuals and companies are interested in owning forests. However, not everyone has the opportunity to buy forest. This can be partly because prices have risen, and partly due to the legal restraints of companies to acquire forestland.*

The recreational interest in nature and the forest is also increasing - and this both among private individuals and companies. Another factor to consider is that there is an interest among forest owners to generate income from the forest in addition to the sale of timber. Based on this situation, the opportunity to lease/lease out forest would be beneficial for several stakeholders.

### Purpose

To create the opportunity to lease/lease out forest, forest owners and forest enthusiasts, with different motives and drive, need to meet. In addition, forms need to be created for the parties to meet these motives and reach a business agreement. A crucial aspect for this is the legal requirements for leasing/leasing out forest. Therefore, this pilot examines the legal and practical opportunities and the functionalities of a potential marketplace through a prototype.

### Conclusion

Building a marketplace requires several skills. To find and bring these competencies together, at an early stage, is of great importance for a fruitful outcome. Beyond this, the pilot shows that there are good

conditions, both in terms of the availability of forest properties and customers, for entrepreneurship and development of this type of service concept. However, it emphasizes that there are several choices, such as insurance and transaction solutions, which are required based on focus, market and target groups.

The legal inquiry concludes that a forest lease is equate to an apartment lease. It also highlights the risks that exist for the forest owner and the marketplace owner, respectively. One such risk would be if the tenant causes damage during the lease, which could result in that the responsible fall on the operator of the marketplace. These risks and relations are discussed in the report and manage through the proposed lease agreements.

The pilot focused on the two forest segments; Old Forests and Younger Forests, based on interest, demand and potential breadth identified by the project. Here, there is a development potential in terms of expanding the market and target group. In relation to this, it is important to define driving forces and values within each market segment to ensure the service's relevance and accuracy. The equal accessibility of information is crucial to build sustainable relations through the marketplace.

However, the pilot also conclude that a deeper understanding of the service concept's full potential and development is only possible when the marketplace is materialized through business activities and relations.

## PILOT SUMMARY



EUROPEAN UNION

**Interreg**  
Botnia-Atlantica  
European Regional Development Fund



**Prosperous forest**  
Diversification through Inclusion and Specialisation