

# **Selling Your Timber**

Who, Why, When, What, How

William H. Lock, ACF, CF

Jonathan C. Barnes, ACF

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# Who?

- Select your Consulting Forester
  - Association of Consulting Foresters
  - Referrals
  - Government Agency Lists

Hire a professional, make sure they understand your goals and objectives, and feel comfortable that they can perform the job. Have a written contract describing the expectations of both yourself and the Consultant. The services required help determine the Consultant's payment schedule.

# Why?

- What is your objective?
  - Clearing land for pasture?
  - Generating funds for kid's education/medical needs?
  - Forest health issues-past storms, insect activity

# Why? (continued)

- Just practicing good forest management-thinning young stands, total harvests due to age/growth factors



# Or conducting a select-cut within an existing older stand



# When?

- How soon do you need the funds?
  - Short term
  - Long term
  - No specified time restraints



# What?

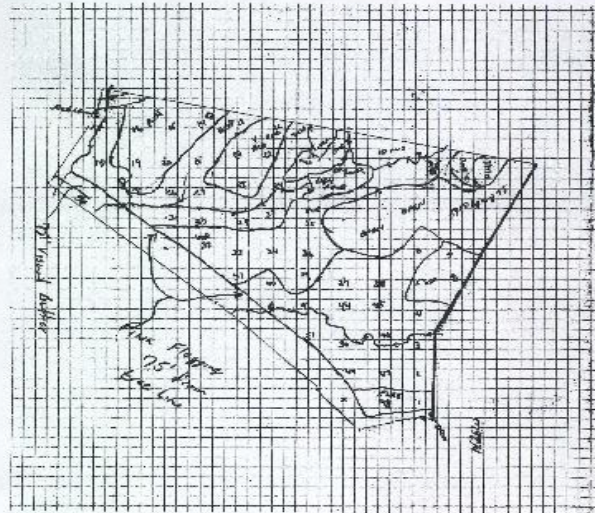
- Determine what to sell. This can be based on:
  - Forest Management Plan
  - Previous Inventory Cruise
  - Sudden unexpected weather event

# How?

- Inventory Cruise conducted based on objectives:
  - Total harvest, select-cut, thinning, marked tree sale, combination
  - Sample plot inventory or tree tally
  - Lump sum sale or per unit sale
  - Sealed bid or negotiated sale
- Written evaluation report provided to landowner



# Sample Cruise Map



# How? (continued)

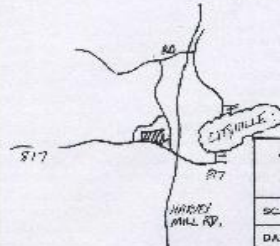
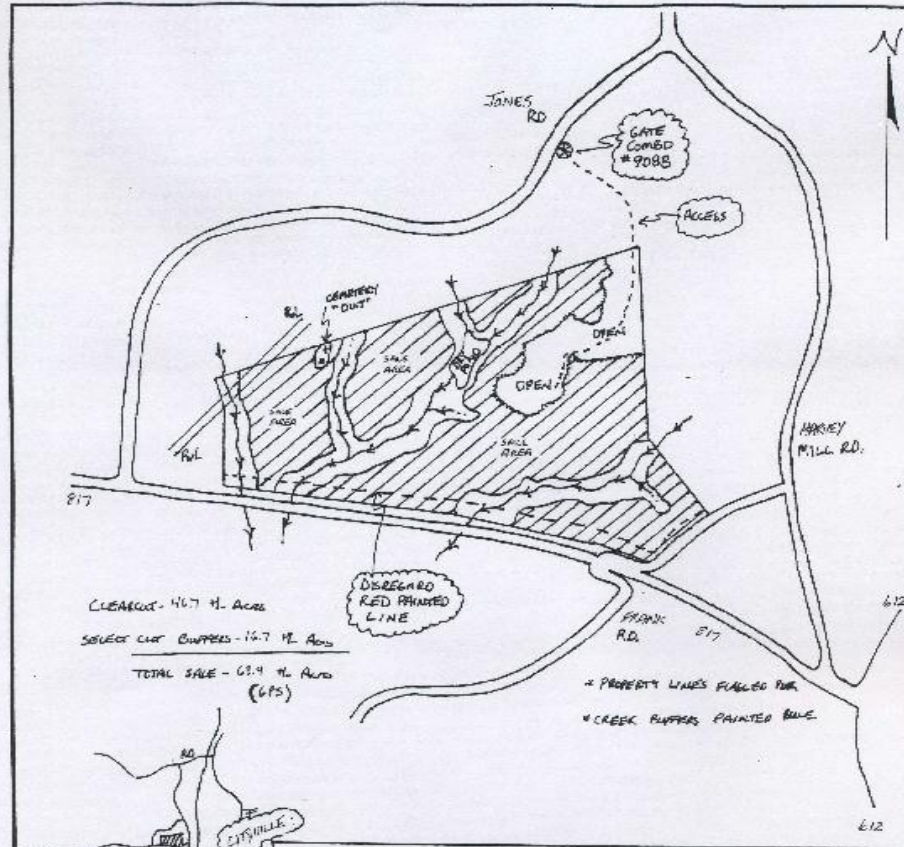
- Final sale boundaries are marked
  - Property lines and/or stand types
  - Flagged and/or painted
- Final Streamside Management Zones are marked along with other special features
  - Flagged and/or painted



# How? (continued)

- Detailed Timber Sale Map is prepared
  - Areas of harvest activity
  - Roadways and access points
  - “Out” areas – wooded or open areas not included in the sale, cemeteries, house and barn yards, septic systems and well locations, power and gas lines, aesthetic buffers, existing fencing to be protected, creek buffers.
  - North arrow, location map, map scale, title block

# Sample Timber Sale Map



## TIMBER SALE MAP

SCALE: 1" = 660'	APPROVED BY:	DRAWN BY JCB
DATE: 2-27-13		REVISED
William H. Lock & Associates, Inc. P. O. Box 48371 Greensboro, NC 27418		(936) 632-9088 1-888-889-8088
JOE & MARY LANDOWNER - ANY COUNTY, VA		DRAWING NUMBER

This map is not a certified survey and has not been reviewed by a local government agency for compliance with any applicable land development regulations.

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# How? (continued)

- Prepare the Sale Notice
  - Date, time, and location of sale
  - How bids will be accepted
  - Estimated acreages and volumes within sale
  - Performance deposit requirements
  - How payment will be accepted
  - Timber Sale Map and Conditions of Sale
    - Conditions of Sale-Such things as length of harvest time, road maintenance protection, wet weather clause, insurance liability responsibilities, right to inspect job and terminate if harvesting activities are not following contract, trash provisions, logging notification.
  - The Timber Sale Map and Conditions of Sale are often included in the final contract with the Buyer.

# How? (continued)

- Road maintenance and trash issues are only two items that need to be addressed for any logging job.



# How? (continued)

- The sale is conducted according to the sale date and time. Bids are accepted.
- A successful bid allows for a “closing”.
- The timber deed or contract is prepared.
- All owners sign and the funds change hands according to the sale details. The timber buyer then owns the timber rights for the specified time within the contract.



# How? (continued)

- Depending on the landowner - consultant original agreement, the Consultant may be conducting logging inspections once the harvesting activity begins.
- Following the harvest completion and final approval, reforestation recommendations, if applicable, can be presented.

# Questions??

William H. Lock  
Jonathan C. Barnes

William H. Lock & Associates, Inc.

[whlock@whlock.com](mailto:whlock@whlock.com)

[jcbarnes@whlock.com](mailto:jcbarnes@whlock.com)

[www.whlock.com](http://www.whlock.com)

1-888-899-9088