

# *HAVING A SUCCESSFUL TIMBER SALE*



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# About me



- Born and Raised in Appomattox County
- B.S. in Forestry from Virginia Tech
- 17 years experience in Timber Industry

# Family



- Nathan
- Lauren
- Griffin

# Part Time Farmer



- 5<sup>th</sup> generation farmer
- Raise soybeans, corn, wheat, grain sorghum, and loblolly pine

# WHY AM I SELLING TIMBER?

- ❖ Income
- ❖ Forest health
- ❖ Wildlife habitat enhancement
- ❖ Estates





# CONSIDERATIONS PRIOR TO SELLING TIMBER

- ❖ Silviculture = The science of growing trees
- ❖ **HAVE A PLAN...**Keep it simple, work with what you have, be realistic
- ❖ Type of Harvest - regeneration (clearcut) or intermediate (thinning)
- ❖ Consider your local markets
- ❖ Type of sale - Lump sum or per unit sale, advertised or negotiated sale?
- ❖ Ownership of timber - Clear title to property, liens, joint ownership, everyone on the same page  
???Can you mentally handle your trees being cut???



# TAXES

- Purchased property
- Inherited property
- Gifted property
- Basis



# ***TIMBER SALE KNOWLEDGE***

- ❖ Have you previously sold timber?
- ❖ Are you an absentee landowner?
- ❖ Can you claim the same level of knowledge as a timber buyer?
- ❖ Do I know the buyers in my area?
- ❖ Do I understand the market (trends and demand)?
- ❖ Help is available.





# ALL TIMBER IS NOT CREATED EQUAL

- Different buyers will offer different amounts for your timber depending upon:
  - tree species and quality
  - soils and topography
  - past management practices
  - access
  - proximity to markets
  - demand / market cycles
  - weather conditions
- Size of harvest area?



# GOING TO SELL TIMBER? NOW WHAT?

- ❖ Property or timber sale boundaries?
  - Need to be well marked beforehand
  - Don't trust your grandfather
  - An old fence is not a line (probably)
- ❖ Access, Access, Access
- ❖ Know volumes and value ahead
- ❖ Set a date, stick to it, be transparent
- ❖ Timber sale agreement - Contract or Timber Deed? Clear map or description needed.
- ❖ Inspect harvesting operation frequently.
- ❖ Save money for reforestation and taxes



# CURRENT TRENDS

**Hardwood pulpwood prices - variable but in long term uptrend.**

**Pine pulpwood prices - highly volatile.**

**Hardwood sawtimber - very strong. How long will it last?**

**Pine sawtimber – don't ask.**



## Bottom Line:

- More planning = More money
- More planning = Less headaches
- Win-Win
- Get it right...this might be your only chance
- Trees grow back!



**If we can be of assistance.....**

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## § 55-332. Procedure for determination of damage.

- B. Any person who (i) severs or removes any timber from the land of another without legal right or permission or (ii) authorizes or directs the severing or removal of timber or trees from the land of another without legal right or permission shall be liable to **pay to the rightful owner of the timber three times the value of the timber on the stump** and shall pay to the rightful owner of the property **the reforestation costs incurred** not to exceed \$450 per acre, **the costs of ascertaining the value of the timber, and any directly associated legal costs** incurred by the owner of the timber as a result of the trespass.



- If landowner becomes aware of timber trespass

- Landowner has 30 days to notify trespasser.
- Trespasser has 30 days to hire his own estimator to determine value if he doesn't deny trespass.
  - If he denies trespass the landowner may start court proceedings
- Trespasser & Landowner must agree on value.
- If they can't agree it can go to court.
- Many loggers have insurance for mishaps.