



American Forest Management



• Madison West

American Forest Management (Virginia)

- 5 Field Foresters
- 1 Admin
- 4 Offices-Chesterfield, Dinwiddie, South Hill, Louisa

<https://americanforestmanagement.com/>

Why use Consultants?

- What are Consultants:
A consulting forester is an *independent professional* who manages forests and markets forest products for private woodland owners.
- What we do:
 - Enhance property values
 - Increase the value of your timber
 - Produce a sustainable timber harvest
 - Enhance wildlife habitat
 - Establish and Protect your family's forest legacy.

<https://www.acf-foresters.org/>

When to Sell?

- Market Driven
- Financial Constraints of Landowners
- Long Term Plan
- Recreation
- Wildlife
- Development
- Disease/Damage

legend

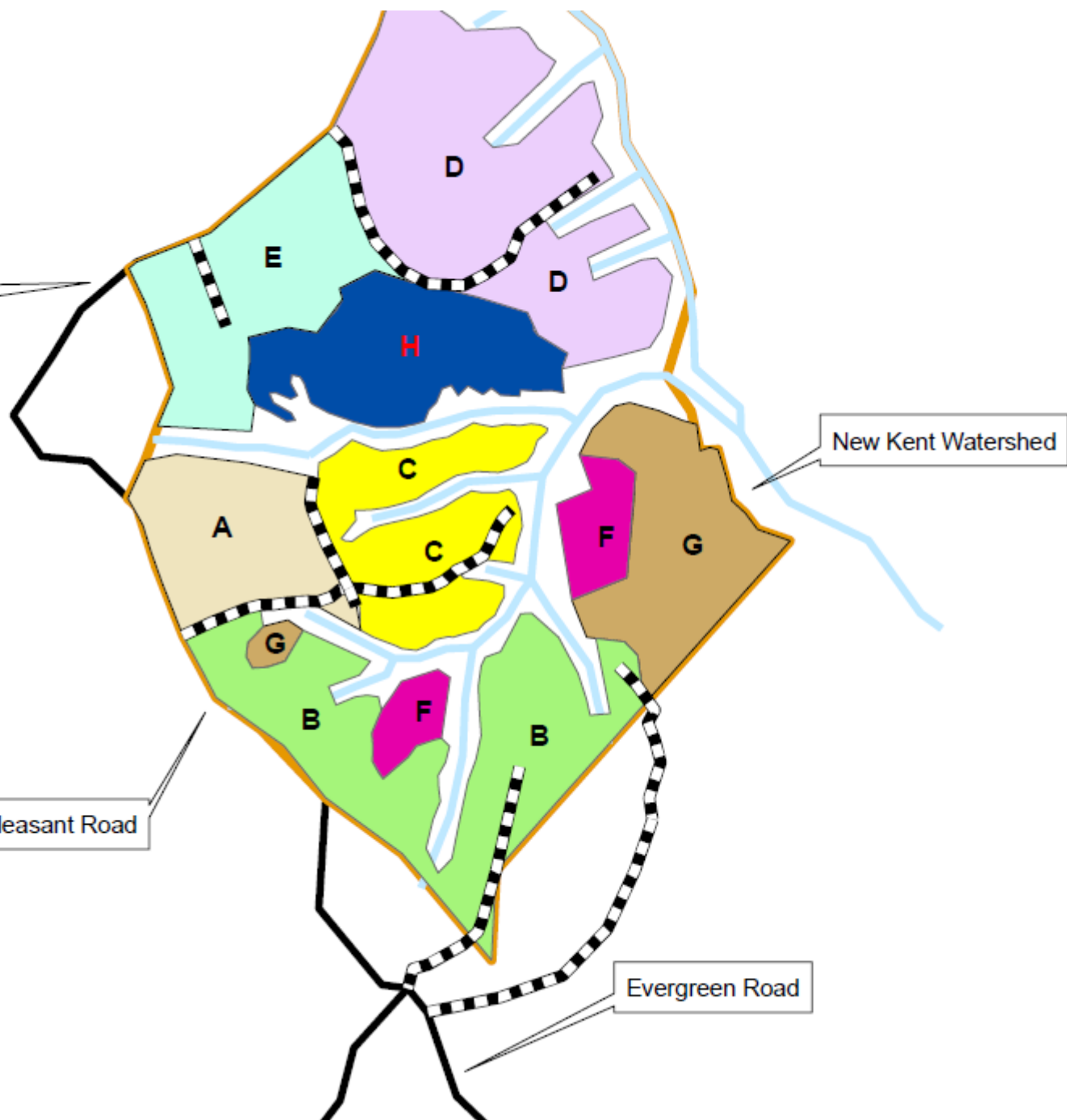
-  Forest Road
-  Stand A-2007 PLT-Thinned 2023-50 Acres
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MT Pleasant Road
37:28:22 N
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MT Pleasant Road

Evergreen Road

New Kent Watershed





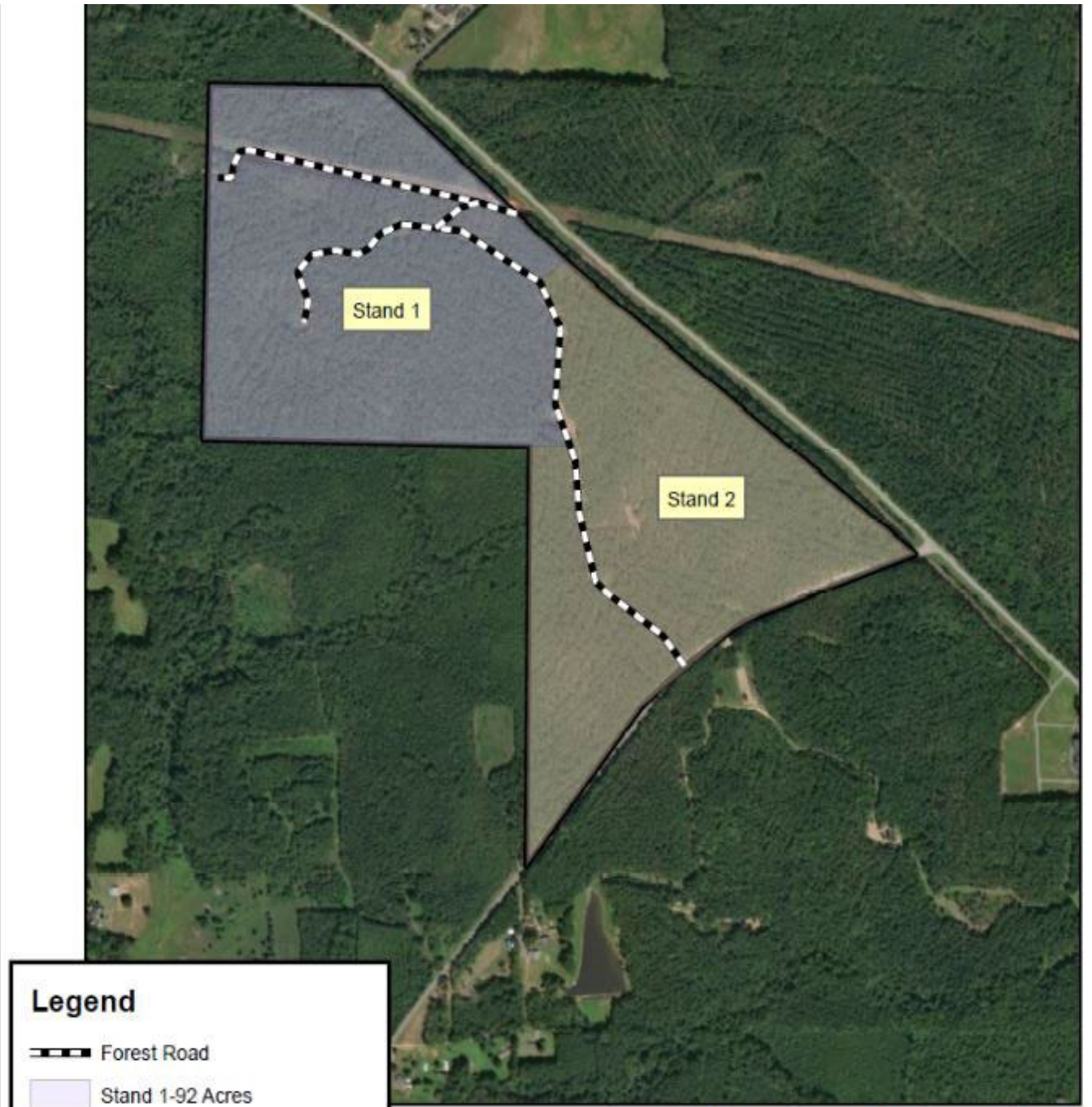
Timber Sale Options

- Lump Sum- Logger pays one time for all timber.
 - Pro-Don't have to worry about merchandizing and security.
 - Con-Slower process
- Pay as Cut/Per Unit-Logger pays as timber is removed.
 - Pro-Timber isn't paid for until removed, easier to sell.
 - Con-Have to enforce security system. Landowner is responsible for timber until cut.

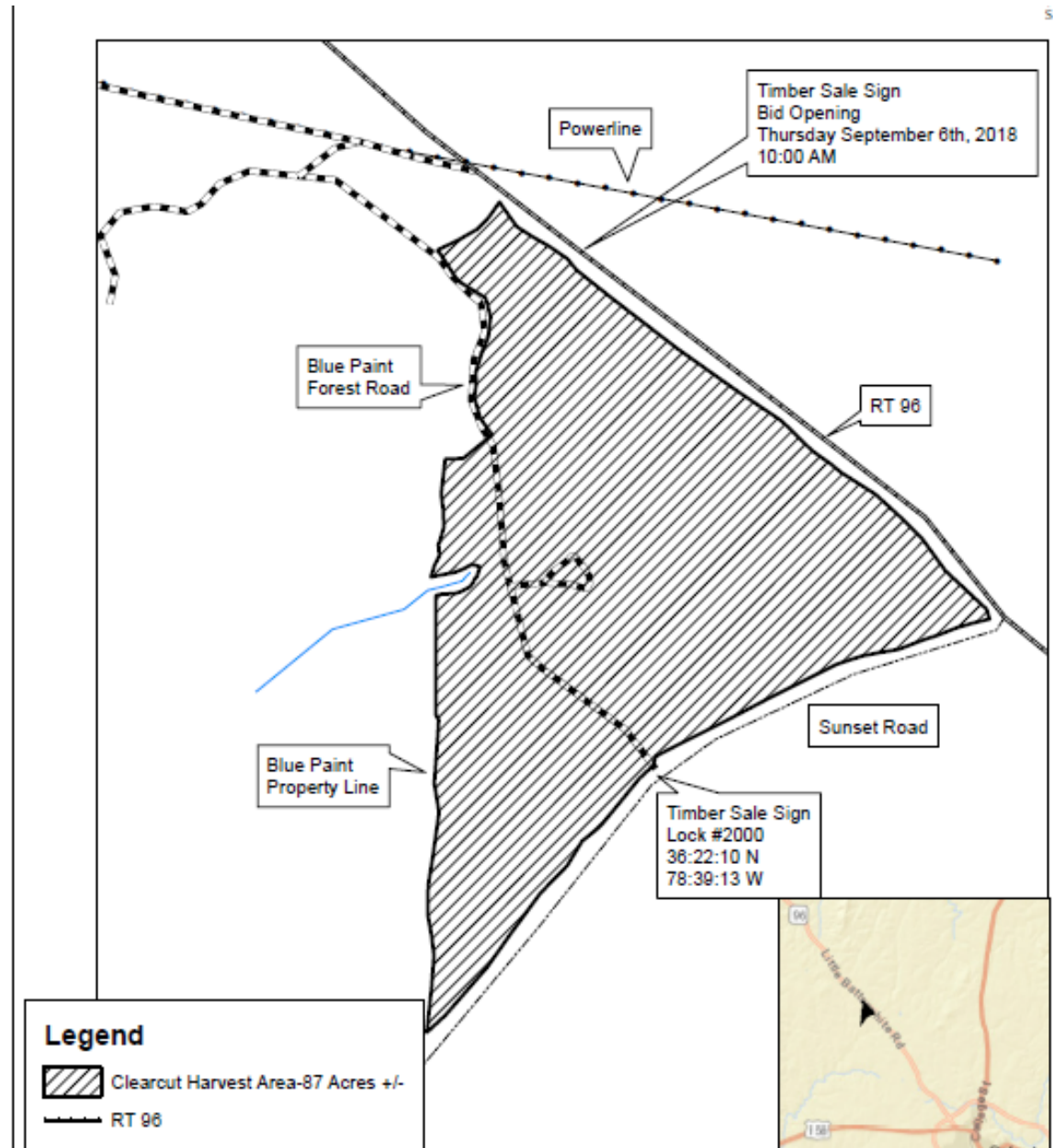
Lump Sum Timber Sale Steps

- Determine Landowner Objectives
- Determine sale area
- Mark sale area
- Evaluate sale area (cruise)
- Mail notices
- Have bid opening
- Draft contract
- Close contract

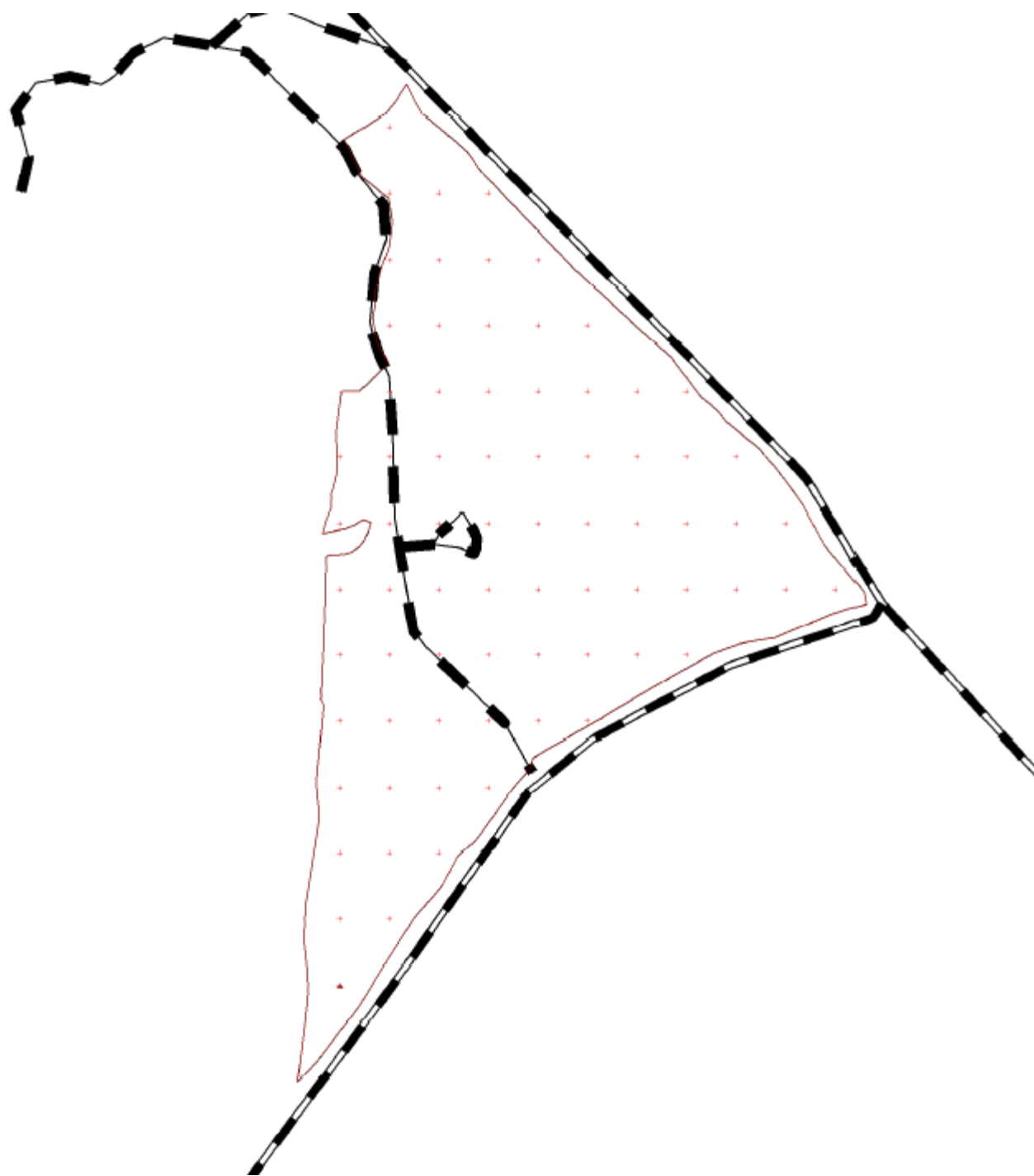
Determine Sale Area



Mark Sale Area



Cruise







TIMBER FOR SALE
Barham Mason Tract
Southampton County, Va.

American Forest Management, INC, as agent for Forest Investment Associates, offers for sale by sealed bid all merchantable timber on approximately 161 acres of the Barham Mason Tract. The tract is located South of Yale on the Northeast side of 3 Creeks Road (route 735) in Southampton County, Virginia, as shown on the attached map.

TERMS OF SALE:

1. Timber is offered for sale by sealed bid. Bids will be opened at **10:00 A.M.** on **May 6th, 2021** at the Tract, as shown on the attached map. Mailed bids will be accepted but must be received prior to bid date. Mail bids should be marked: "SEALED BID – Barham Tract" and mailed to AFM, INC, PO Box 266, Stony Creek, VA 23882.
2. Purchaser to have **18 months** from date of contract closing to harvest all timber. This term shall be extended, as necessary, for up to six months, if weather or ground conditions preclude harvesting during the original term
3. No seed trees to be left.
4. Seller reserves the right to accept or reject any and all bids.
5. The purchase price shall be payable in full upon receipt of a Timber Sale Contract within 30 days after acceptance of the successful bid.
6. Purchaser must submit evidence of liability and workmen's compensation insurance prior to commencing harvest of the timber. Minimum liability coverage shall be \$1,000,000.
7. Buyer must comply with Best Management Practices (BMP's) for timber harvesting. No timber will be harvested from the Stream Management Zone and no trash will be placed on the ground at any time.
8. A \$2,000 escrow deposit will be required from the buyer.

9. Submission of a bid constitutes acceptance of the terms and conditions of this sale notice and the client's Timber Cutting Agreement. This Agreement is specifically designed to meet the various legal requirements of the owner. If you wish to review a copy of the Timber Cutting Agreement, please contact our office. Any special terms or conditions pertaining to this sale must be addressed at least 48 hours prior to bid opening.

Prospective buyers are invited to inspect the timber at any time. Any questions regarding the location or terms of sale should be directed to Madison West (804-584-0031), timber cruisers, or American Forest Management, INC , PO Box 266, Stony Creek, VA 23882, Telephone 804-769-7583. A timber cruise is included for your information. However, no guarantee is expressed or implied as to the actual volume of timber that may be harvested from the sale area.

WE'RE IN THIS
TOGETHER



April 12, 2021

Timber Volumes for a portion of the Barham Mason Tract located South of Yale on the Northeast side of 3 Creeks Road (route 735) in Southampton County, Virginia, as shown on the attached map.

Timber Cruise Area: Clearcut - 161 Acres by GPS

Species/Product	Volume	Units
Pine Sawtimber	6,424	Tons
Pine Chip-N-Saw	1,804	Tons
Pine Pulpwood	10,976	Tons
Pine Topwood	1,010	Tons
Misc. Hdwd Saw	130	Tons
Hdwd Pulpwood	713	Tons
	21,057	Tons

All volumes in 2,000 pound tons.

Respectfully submitted,

Madison West

Madison West ACF, RF
Consultant Forester
804-584-0031

Nathan Rutherford

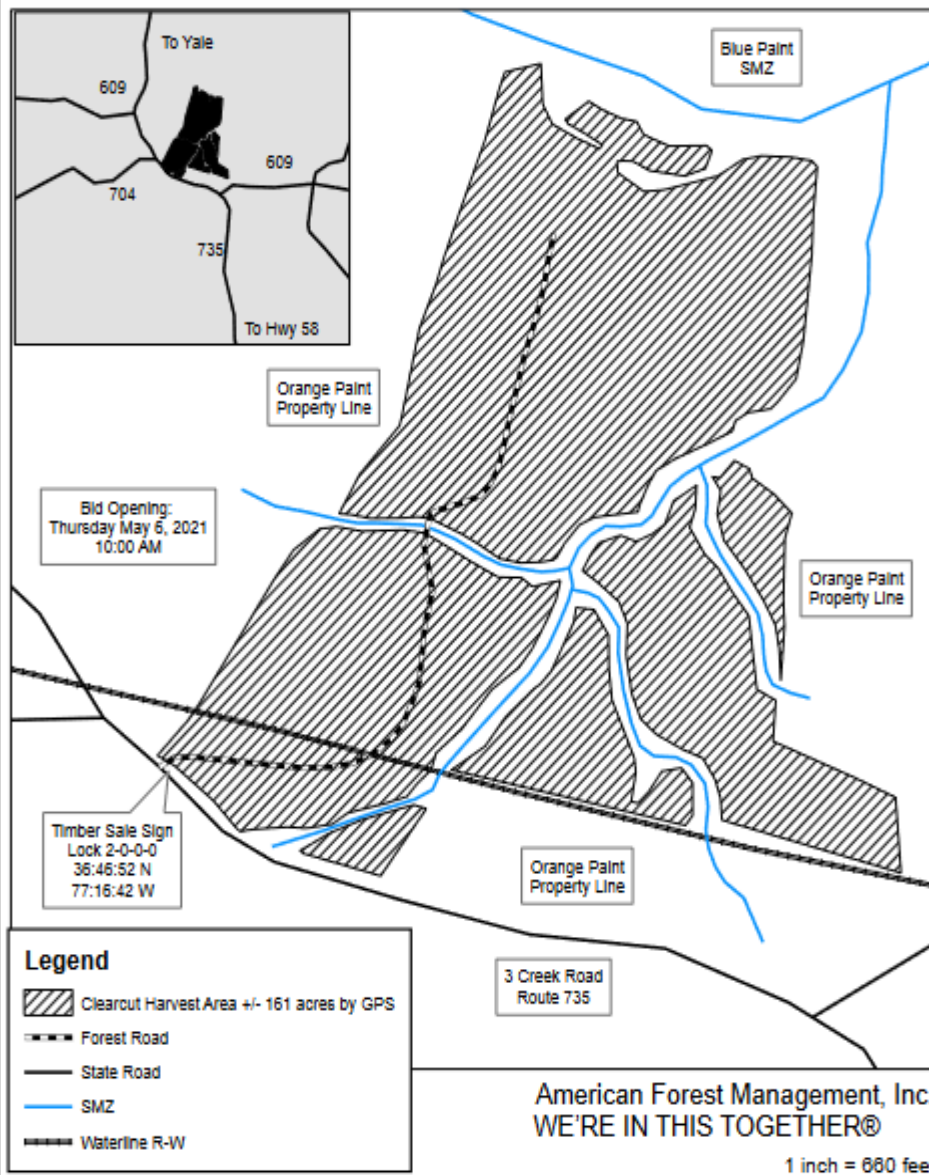
Nathan Rutherford ACF, RF
Consultant Forester
804-445-6547

WE'RE IN THIS
TOGETHER

P.O. Box 266 | 13093 Halifax Road | Stony Creek, VA 23882 | Phone: 804-769-7583 | americanforestmanagement.com

Barham Mason Tract

Southampton Co., VA
April, 2021



Lump Sum-Bid Opening

- Establish minimum bid with landowner before the sale
- Accept bids before sale date and time
- Conduct the sale
- Award the winning the bid

Pay As Cut Sales

- Determine Product Mix
- Accept Bids from Logger(s)
- Contract
- Security System in Place

Page _____ of _____

Tract _____

Logger _____

[illegible]

Product Codes	PP - Pine Plywood	HS - Hardwood Sawn Lugs
	PS - Pine Saw Lugs	HP - Hardwood Plywood
	CSS - Chip-saw	O - Other
	DDM - DDM	

Walters AF74

Pick = Cutters/Managers

Landowner: _____

Contractor:

LOAD AUTHORIZATION

Request to Truck Driver:

Please turn in this Load Ticket at the scale house.

Request to Scaler.

Please attach this to Landowner's copy
of the Scale Ticket or put this Load
Authorization number on the Scale Ticket.

718250

Loaded Date: _____ Time: _____



Draft Contract

- Contract is the most important part.

TIMBER CUTTING AGREEMENT

Clear-cut Harvest

Prince George and Dinwiddie Counties, Commonwealth of Virginia

This Agreement, hereinafter called the "Agreement", is made and entered into this ____ day of _____, 2018, between _____ (hereinafter called "Grantor") whose address is _____; and _____ (hereinafter called "Grantee") whose address is _____

Grantor desires to grant to Grantee, and Grantee desires to acquire from Grantor, the right to cut the timber which is described in Section 1.1 of this Agreement, which timber is growing on a portion of _____ (hereinafter called the "Tract"), which is shown on the map in "Exhibit A" attached hereto and by this reference made a part hereof. Therefore, in consideration of the payments and obligations hereinafter set forth, Grantee and Grantor hereby agree and bind themselves as follows:

ARTICLE 1

RIGHTS AND OBLIGATIONS OF GRANTEE AND GRANTOR

Section 1.1. Grantee shall have the right to cut and remove (hereinafter referred to as "harvest"), during the term of this Agreement all timber in the "Sale Area" of approximately 53 acres as shown on the map attached hereto as "Exhibit A".

Section 1.2. Grantor and Grantee have agreed upon a lump sum price of _____. The check shall be made payable to:

Section 1.3. Title to and ownership of the Timber, including all risk of loss on account of fire, storm, disease, insects or other damage, is hereby conveyed to and assumed by Grantee.

Section 1.4. Grantee shall conduct harvesting and road construction activities in accordance with published Best Management Practices for the Commonwealth of Virginia.

Section 1.5. Grantee shall keep all roads, firebreaks, fields, streams, buffer zones, timber sale lines, and other open areas on the Tract free of tops and other logging debris.

Section 1.6. Grantee shall prevent damage to any of Grantor's timber not subject to this Agreement. If Grantee cuts or seriously damages such timber, it shall pay Grantor the following amounts for such timber as liquidated damages: double the stumpage value per tree.

Section 1.7. Grantee shall conduct its activities so as not to damage working fences, firebreaks, fields, ditches, bridges and other improvements on the Tract. In the event such damage is caused by Grantee it shall, at the election of Grantor, either repair the damaged improvements or pay to Grantor their replacement value.

Section 1.8. Grantee shall not leave trash, bottles, cans or other debris on the Tract during or after harvesting.

Section 1.9. Grantee shall notify SRF before road construction

Other Contract Highlights

- Releasing rights
- Contract end date
- Roads-Escrow Clause
- Assignment Clause
- Arbitration Clause

Preharvest Plan

- Contract details for logger
- Maps, Aerial Photos, Topographic Photos
- Threaten and Endangered Species
- Deck locations and haul road use.

Inspections



























After the Cutting: Chemical Site Prep





Mechanical Site Prep









Planting and Planting Checks



Arborgen Planting Class









Constant Follow Up





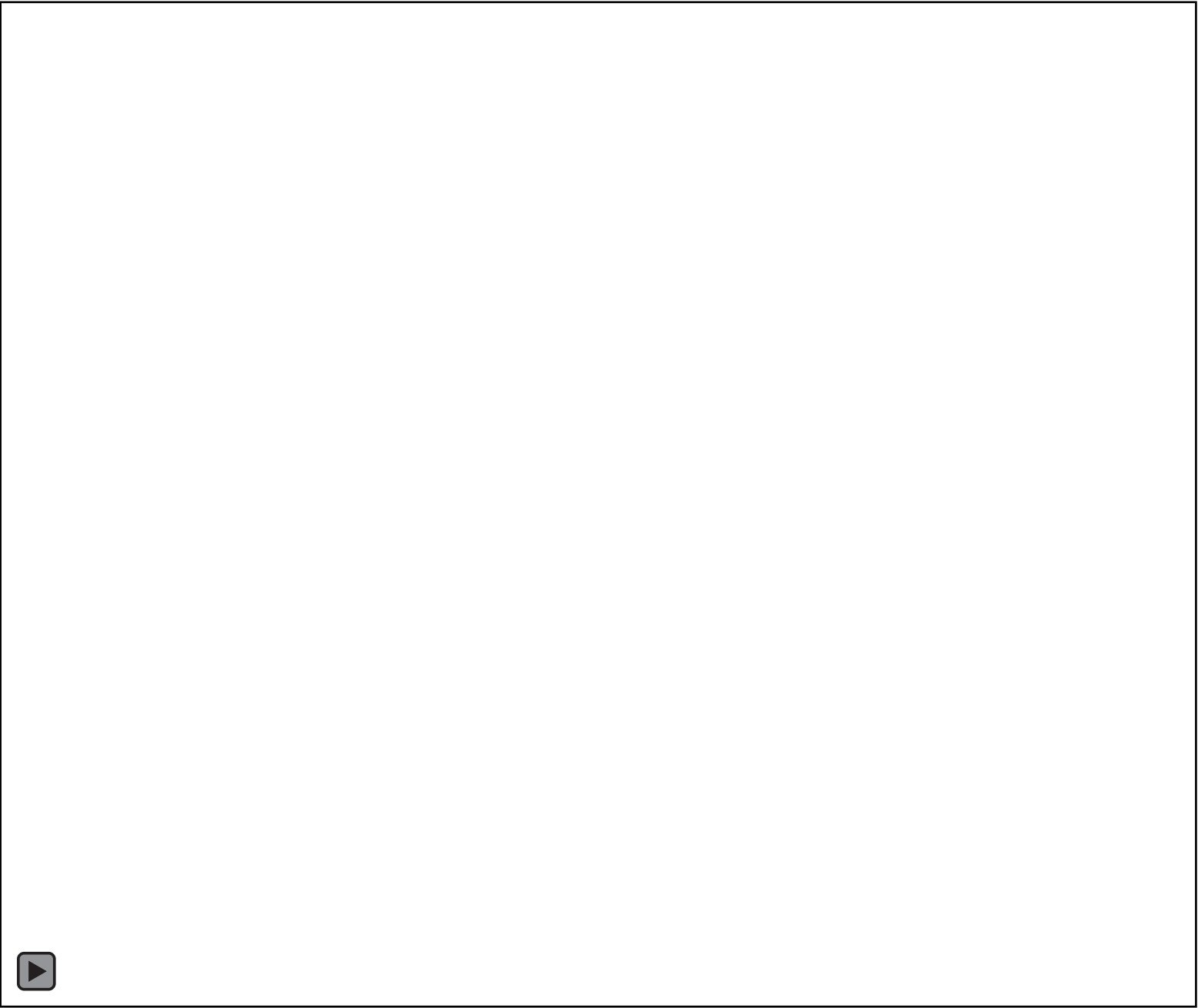


Fertilization

Nutrient Deficiencies



Multiple Deficiencies Often Limit Growth
(N and P are deficient on many soils in the South)



Property Protection















Other Pictures











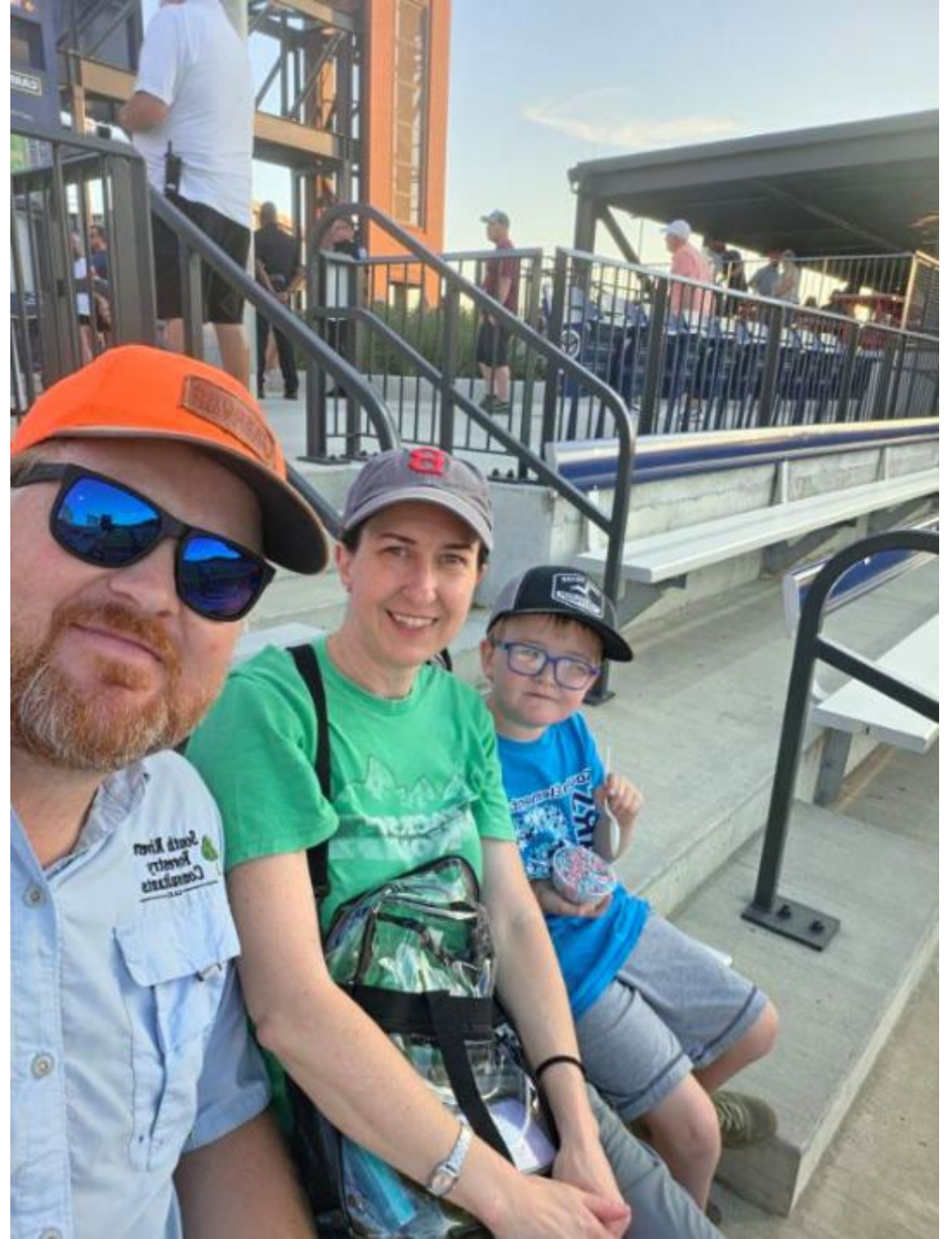






Thanks

Madison.West@afmforest.com



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