WOODLOT MANAGEMENT

&

KEYS TO SELLING TIMBER

Billy H. Newman, C.F., M.B.A.
EnviroFor, LLC.
WOODLOT MANAGEMENT

- What is a woodlot?
- Small landownership usually less than 20 acres.
- Landowner often has defined goals and objectives, but little knowledge of how to achieve them.
- Generally, goals and objectives not motivated by income.
- Very concerned about aesthetics.
PREPARE A MANAGEMENT PLAN

- Define goals and objectives of ownership;
  - I.e. wildlife habitat enhancement, forest health, aesthetics, forest products, etc.
- Discuss short and long-term options and consequences.
- Develop a plan of action to guide decision making.
- Plan implementation.
- Review plan every 5 years.
TIMBER SALE KNOWLEDGE

- Have you previously sold timber?
- Are you considering selling timber?
- The ultimate question is ............... 
- Can you claim the same level of knowledge as a timber buyer????????
- If the answer is no, help is available!
GOALS FOR SELLING TIMBER

- Why am I selling timber??????
- Forest health
- Wildlife habitat enhancement
- Income
- Change of land use
CONSIDERATIONS PRIOR TO SELLING TIMBER

- Type of Harvest - regeneration (cleancut) or intermediate (thinning)
- \textit{Avoid the temptation to high – grade hardwoods!!!!}
- Type of sale - Lump sum or per unit sale, advertised or negotiated sale?
- Timber volume scale - International $\frac{1}{4}$” scale or Doyle scale? Know volumes and value ahead!!
- Ownership of timber - Clear title to property, liens, joint ownership, etc.
CONSIDERATIONS PRIOR TO SELLING TIMBER

- Property / timber sale boundaries - recently surveyed?, boundary lines identified on the ground, plat available, etc.
- Timber sale agreement - Contract or Timber Deed? Terms and conditions specific to your sale!
- Inspect harvesting operation frequently. Question things that you don’t understand.
- Contract release upon successful completion of contract or deed terms.
Money Really does Grow on Trees!!!

What is YOUR timber Worth??

If we can be of assistance.........
EnviroFor, LLC.
1- 877 - 388 - 0564 Toll Free
(434) 263 – 4772
Visit us at:http://www.envirofor.com