

***WOODLOT MANAGEMENT***  
&  
***KEYS TO SELLING TIMBER***

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# ***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)
- ❖ *Avoid the temptation to high – grade hardwoods!!!!*
- ❖ Type of sale - Lump sum or per unit sale, advertised or negotiated sale?
- ❖ Timber volume scale - International 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.....

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