



TIMBER SALES PROCESS

Prepared exclusively for clients of VCR Forestry

- We have created this informational packet to help our potential client understand the steps involved with the sale and harvest of your timber.
- It is important to us that we understand your motivations and work with you to make sure your expectations are met and that you are comfortable through all phases of the project.
- This packet only contains a brief overview and many frequently asked questions. We are more than happy to discuss in detail any specific questions or needs that you might have.

WHY SHOULD I SELL MY TIMBER

- The number one reason people sell their timber is because it provides a large lump sum of money in usually under sixty days to the landowner.
- Timber is a renewable natural resource that can be harvested approximately every 25 years.
- Harvesting timber does not alter the value of the land if done properly.
- The majority of people actually never go into the timber they intend to harvest because it is usually too thick or overgrown. Over time it just sits and becomes an underutilized asset that is often overlooked.

BY THE NUMBERS

- The US has 8% of the worlds forest. There are 3 Trillion trees on Earth.
- On the East Coast forest growth has exceeded harvest by 42% since 1940 and the number of trees have doubled in the last 70 years.
- The average number of trees in Virginia per acre is 1700.
- The average number of trees harvested by VCR Forestry per acre is 30 leaving 93% of trees intact for future use.
- When a large tree is harvested, the addition of new sunlight to the forest floor allows for the growth of up to 35 new trees in the space it occupied.

- The average price of timber sales in Virginia is \$1000
- Unlike fixtures, structures (houses, buildings) and mineral rights found on properties, the value of timber is not recognized as a value associated with the sale of land.
- Timber is a 100% renewable natural resource and harvested correctly is a sustainable source of income.

TIMBER SALES PROCESS

- Signed contract with VCR Forestry to represent landowner in marketing timber
- Timber cruise to get accurate tree and species count on property
- Market timber to prospective buyers
- Upon sale of timber, work with landowner and harvest crew during the entire process

CONTRACT WITH VCR FORESTY

- Due to the nature of the business, VCR Forestry is always financially responsible for the initial phases of the timber process. Without a signed contract between our company and the landowner, we can not operate under the premise of good faith that business will arise out of our initial meetings.
- Once a contract is signed, VCR Forestry can represent you in its full capacity to maximize the needs you have for your timber.
- The contract does not obligate you to sell your timber, it only outlines the working agreement and commission paid in the event that VCR Forestry brings an offer from a buyer to purchase your timber.

TIMBER CRUISE

- Once there is a signed contract VCR Forestry will send an independent contractor to perform a “timber cruise”.
- The forester will take an inventory of the available timber with respect to species, diameter and height of trees.
- From this data, the forester is able to make an estimate of board footage that can be harvested from a given stand of timber.
- The forester is not responsible for making any estimates as to quality of standing timber or presence of unmarketable qualities such as trees that are hollow, trees that might contain metal, or the presence of high contents of minerals in the soil.

MARKET TIMBER TO BUYERS

- Once the timber cruise is complete it will be marketed to potential buyers/mills in the surrounding area. The number of buyers/mills is usually limited to 90 miles from the operation because of trucking constraints.
- There are many factors that impact the price offered for the timber. Market price for a typical species is the main driver for offers from buyers/mills.
- Like any business, each buyer is subject to supply and demand constraints in their business. If a buyer needs timber, he will offer a higher price. If he has an oversupply then his offer will be lower.
- All timber buyers will send a representative out to gauge quality of timber to ensure what they are buying. Once the timber is purchased, they can not go back and adjust should they not harvest the amount of timber they initially purchased.
- Once an offer is received and there is a signed contract with buyer, the landowner will receive their payment in as little as one to two weeks.

HARVEST

- Once payment is received by the landowner, VCR Forestry will act as an agent between them and the harvest company to ensure their needs are met.
- VCR Forestry will help ensure that all bmp's and laws are followed.
- All logging operations fall under Virginia Law and all the loggers we work with are experts in their field both in harvesting and ensuring the wishes of landowners are met.
- VCR Forestry will do everything in its power to ensure that the entire process is seamless and efficient as possible for all parties.

IMPACTS OF HARVEST

- The main impact of forestry is the change to the landscape that owners are used to. The removal of trees only changes the immediate perception and over time will become the norm that the owner sees. Its important to note that logging doesn't change the surroundings, it only makes it appear different.
- Trees, especially big ones, do a fantastic job of collecting sunlight. For this reason when they are removed a larger than normal gap is noticed in the canopy. Over time, the area that is affected will regenerate with sometimes as many as 35 trees growing in the area that just one inhabited.
- Many times the owners notice the introduction of the "tops" of trees present in the forest. These will become habitat for deer, turkey and other animals. They can be cut down as a source of firewood for the owner or a third party. Over time they will decay adding nutrients to the existing trees used for future growth.
- Logging trails that were used to transport the trees will become game trails used by animals, atv trails used by hunters, hiking trails and riding trails. Most paths/trails currently found in the woods are the product of logging roads from the past centuries.

WILL IT CHANGE MY LAND VALUE

- Done correctly harvesting timber will not affect the sales value of your property. Home price estimates and land values are not based on the presence or lack of timber on the property.
- Buffers are placed around all structures and scenic viewpoints so that timber harvest does not directly affect the landscape currently present.
- Due to tax benefits, it is often beneficial to harvest timber on newly acquired land.
- Leaving harvestable timber on a said property at sale time might seem like something good, but it's basically giving away a free renewable natural resource to the next owner.

WHATS THE NEXT STEP?

VCR Forestry is happy to speak with you and send a representative out to meet you in person and discuss your timber. We take great pride in our work and look forward to the opportunity to work with you.

Phone - 240-281-5168

Email - c.clarkvcrforestry@gmail.com

Website - www.VCRForestry.com

