

2 MARKET, SELL AND PROTECT YOUR WOODLOT

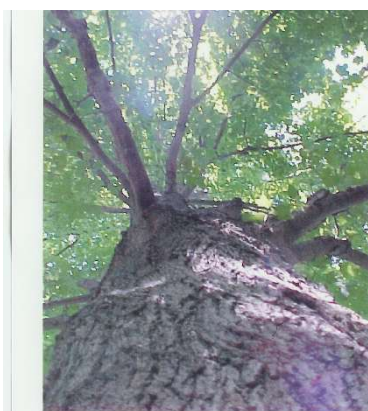
The following article is a combination of information generated from professional experts and publications to assist private woodlot owners in making informed decisions regarding a timber harvest. Your forestland represents one of your most valuable assets. How it is managed, how and when trees are harvested and marketed can dramatically affect your income, the future value of the forest, and how well it provides other desired amenities. Source Credits: ODNR, Ohio Forestry Association, Ohio State University Extension, and the Society of American Foresters.

Why Sell Your Timber?

The decision to sell timber usually falls into one or more of the following categories or reasons:

- 1). **Income**
- 2). **Management**
- 3). **Salvage**
- 4). **Different Land Use**

The forest clearly represents a source of **income**. While the value of the timber in a woodland will vary depending on many factors, timber can have considerable value and can be managed to yield periodic or emergency income.



Timber cutting is one of the forester's major **management** tool and is useful not only for generating income, but also for accomplishing other ownership objectives such as improving the health and vigor of the forest, developing wildlife habitat, altering species composition, establishing planting areas, creating vistas and trails and developing certain types of recreation activities.

Timber may be harvested to **salvage** the value of trees that have been damaged to such an extent that they will not recover or to salvage the value of trees growing where the potential damage is extremely high.

Finally, timber may be harvested in order to use the **land for other purposes** ranging from golf courses and parking lots to crop production and pastureland.

Market Your Timber

Some woodland owners sell their timber for only a fraction of its value because either they fail to recognize its true value or they do not market it properly.

If you are thinking about selling timber or if you are approached with an offer to buy some of your timber, don't "jump" too quickly. **Taking time to find out what you have to sell, then choosing the appropriate method of marketing will usually result in substantially more income and satisfaction for the seller.**

The OSUE fact sheet – *Getting the Most From Your Timber Sale* highlights the eight important steps to effectively market timber.

1. Why Sell Timber
2. Determine What you have to sell
3. Select Timber Sale
4. Select Method of Sale
5. Advertise the Sale
6. Select a Buyer
7. Enter into a Contract with Buyer
8. Inspect the Harvesting Operation

Protect Your Property

Every timber sale, no matter how small, should have a written timber sales contract which details what the seller and the buyer have agreed upon. The process of negotiation the contract provides an opportunity for the seller and the buyer to discuss how the harvesting operation will occur and to identify and obtain clarification and agreement on areas of concern. This will substantially reduce the possibility of misunderstandings and disagreements and provide both you, as the seller, and the buyer with legal protection as agreed to by the terms and agreements of the contract.

There are many sample timber sale contracts available, and many timber buyers have a “standard” contract. You should, however, work with your forester to ensure that the contract addresses your concerns, meets your needs, and protects your rights.



Landowner and Logging Operator Responsibilities

Silvicultural Nonpoint Source Pollution (NPS) can result if sediment enters the natural drainage system as a result of logging, tree planting, site preparations or other cultural activities required to grow or harvest forest products.

Scientific research indicates that NPS pollution can be controlled by the use of Best Management Practices (BMPs). These practices must be applied during the actual period of operation, and as final “close-out” of the site when the operation is completed.

Application of Silvicultural BMPs is specified by Section 319 of the Federal Water Quality Act (1987) and by the Ohio Agricultural and Silvicultural Pollution Abatement Law (1991). **Failure to plan for and correctly implement silvicultural BMPs during forest operations will result in unacceptable NPS pollution and can result in regulatory action(s) initiated against the landowner and operator in order to achieve pollution abatement.**

Ohio Agricultural Pollution Abatement Rules Standards provide the option for filing a Forestry Pollution Prevention Plan (FP¹³): Logging Activity form prior to the start of the operation. Landowners considering a timber harvest will find information in the (FP²³) valuable when planning the harvest with the operator. Call the Jefferson SWCD office at (740) 264-9790 for a copy of the document or to request the comprehensive Woodlot Owners Resource Packet.

Ohio Voluntary Master Loggers Program

Master Logging companies are the certified and professional option when considering a logging operation on your property. The Ohio Forestry Association, Inc. is the sponsoring organization for this state-wide program. There are 10 chapters organized in Ohio and Jefferson SWCD is the sponsor of the local Steel Valley Loggers Chapter.

The following requirements are necessary for Ohio Voluntary Master Logging Companies:

1. Each logger is trained to use Best Management Practices (BMPs) to reduce soil erosion and improve the appearance of timber-harvesting activities.
2. Each logger is trained to employ safe and efficient timber cutting and logging safety practices.
3. Each logger has current certification in First Aid and CPR. (online courses NOT accepted)
4. The Company maintains Workers' Compensation coverage on employees.
5. The Company provides liability coverage on request.
6. Each logger must participate in advanced training and periodic recertification training.
7. Each logger must sign a code of ethics agreement.
8. The Company must be member of local logger's chapter and be represented at no less than three (3) meetings each year.
9. The Company must be a member of the Ohio Forestry Association, Inc.

Jefferson SWCD continues to provide support to the Steel Valley Loggers Chapter and assists the members with the coordination of their required continuing education training, their certification and re-certification training, and serves as the contact for the chapter.



Above photo: Mud Mats installed at landing site