Meeting Notes – Jan. 2, 2024

The LaFayette Rotary Club held its first meeting of 2024 on Tuesday, January 2. Rotarian T. R. Clark was our speaker today. T. R., of F & W Forestry, spoke on the Nuts and Bolts of Putting Together a Timber Sale. As a forestry consultant, T. R. feels strongly that landowners need to understand the timber sale process. This knowledge benefits both the landowner and the loggers.

T. R. gave eleven (11) recommendations for landowners.

1. If you have small tracts of land, you might sell the timber one-two times during your lifetime. It is especially important for you to use a consultant.

2. Before the sale, make sure the timber sale area is clearly delineated, preferable by using paint.

3. Identify and flag access points.

4. You and/or the consultant should cruise the timber, identify the types of timber you have, and use GPS to determine the exact acreage.

5. The consultant will know the timber market and will help you understand the market value of your timber.

6. Begin the bid process.

7. Know which logger(s) to use. Depending on whether you will clear-cut or thin will determine which loggers to use.

8. Prepare the bid prospectus before requesting bids. You should provide potential bidders with a map of the area, the bidding terms, and very clear expectations of what you are looking for.

9. Determine if you will allow harvesting during the four-month deer hunting season (or six-month season, if including turkey hunting).

10. T. R. recommended getting at least three bids in order to have a fair representation of the current market.

11. Prepare a written contract between you, as the landowner, and the logger.

T. R. shared four vital tips:

1. Use a consultant

2. Know the current market value.

3. Have realistic expectations

4. Reputation matters. As a consultant, he has to be as fair as he can be, to both the landowner and the logging company,

Diane Sherriff