

**The Landowner . . .***Responsibilities of the Landowner . . .  
For Management and Timber Sales:*

- Develop realistic management goals.
- Establish your property boundaries.
- Maintain "meaningful decision-making power" in managing your woodlands . . . to demonstrate "material participation" for income tax purposes.
- Warrant that your timber is free and clear from liens and encumbrances. For mortgaged property, obtain a written release to harvest and sell timber.
- List your "wants" for management and timber harvest on your property.
- Recall that management on lands enrolled in Wisconsin's tax law programs must follow the written plan.
- Realize that the highest bid may not be your best bid. Many things affect the final price . . . and your goals and "wants" may result in a lowered price for the timber you sell.
- Realize that "high-grading" (selling only the most valuable trees) is destructive to your woodlands.
- Have written contracts, with the forester and the logger, specifying all terms, "wants," and considerations.
- Have your legal counsel review all contracts.
- Obtain certificates of insurance from logger before cutting starts.
- Receive payment for timber before it leaves your property.

- Provide reasonable access to area.
- Understand that timing of the harvest will vary with markets, weather and the logger's schedule. Your contract may provide for an extension.
- Realize that harvesting damage may occur . . . the sale contract should contain restitution provisions.
- Be prepared for the "harvesting aftermath" . . . the cut-over area may look "terrible" at first. But the impact is temporary and normally not detrimental to the environment or future crops.

Selling timber is an important and sometimes complicated decision. The outcome will affect the appearance and earning ability of your woodland for many years.

**More Information . . .**

To network with woodland owners who are actively managing their lands, call the Wisconsin Woodland Owners Association office in Stevens Point at 715-346-4798.  
<http://www.wisconsinwoodlands.org/>

For management assistance and lists of consulting foresters, industrial foresters and loggers contact your local Department of Natural Resources Office, or call the Private Forestry Specialist in Madison at 608-266-2289. Lists of foresters are available at:  
<http://www.dnr.state.wi.us/org/land/forestry/Private/Assist/index.htm>

For forest management publications contact your County Extension Office, or call the Extension Assistant in Madison at 608-262-9975 for price & ordering information. Many publications are available for free at:  
<http://forest.wisc.edu/extension/>

A timber sale properly prescribed and supervised is an important forest management tool.

Working  
Together  
In Your  
Woodlands

Both wise  
management and  
mismanagement will  
have a lasting  
impact on your woodlands.

Wisconsin Woodland  
Owners Association

Wisconsin Department of  
Natural Resources

University of Wisconsin  
Extension

Forester..Logger..Landowner

Forest management is often complex. To achieve your forest management goals you may need help from a forestry professional. However, before hiring someone, you should know:

- The important factors to consider,
- The services they can & will provide.
- Your responsibilities as landowner.

### The Forester . . .

Foresters are trained natural resource professionals.

DNR Service Foresters provide free limited forest management advice & assistance.

Consulting Foresters provide unlimited forest management advice & assistance for a fee.

Industrial Foresters are employed by a wood using firm to purchase forest products. Some also provide management services.

#### *Securing Service . . . What to Consider*

- Years and type of experience.
- Professional education.
- Professional affiliation; for example, Association of Consulting Foresters, Society of American Forester
- Client references & examples of work.
- Association with a wood-using firm.
- Fee structure for services . . . hourly, percentage, per acre, other.
- Willingness to discuss management goals and options on your property.
- Does the forester want you to manage for only certain species and products?

- Availability throughout the project.

The forester you hire should serve you and represent your best interests in all matters concerning your woodland. Be sure you have a written contract . . . that specifically spells out the working relationship.

#### Services offered by consulting and industrial foresters may include ...

- Acquisition and sale of forest lands
- Aerial photo mapping and interpretation
- Appraisals; land, timber, damage, trespass
- Arboriculture
- Christmas tree management
- Cost basis determination
- Environmental impact statements
- Forest inventory and cruising
- Forest management planning and plans
- Forest operations and engineering
- Forest resource and economic studies
- Landscape planning
- Litigation and expert testimony
- Pest control
- Recreation-planning and development
- Road location, design and construction
- Shade tree appraisals
- Specialty product marketing
- Surveying and boundary establishment
- Thinning and pruning
- Timber sales: preparation & administration
- Timber sales: solicit bids & prepare contracts
- Timber stand improvement
- Timber tax counseling
- Tree planting and site preparation
- Urban forestry
- Watershed protection
- Wildlife management

### The Loggers

Loggers harvest and often transport wood to mill or woodyard. The logger may be an independent business owner or employed by a forest products company. A logger's investment in harvesting equipment may exceed a million dollars and payrolls may total several hundred thousand dollars.

#### *Securing Service . . . What to Consider*

- Years and type of experience.
- Has the logging crew received professional training?
- References from past jobs ... relating to: logging practices, timely payment, care of the site, roads, condition of remaining trees, utilization of merchantable timber, safety record.
- Does logger provide certificates of insurance ... for both liability and workers compensation coverage?
- Equipment suitability for your project.
- Financial stability of the firm.

Before harvesting any of your timber, make sure you have a written contract with the logger that spells out the terms and considerations. Be specific.

A timber sale contract creates a buyer-seller relationship between you and a logger . . . not an employer-employee situation.