



*Sustainable & Comprehensive Forest Management*

*You are interested in selling your timber. What is the next step?  
Heritage Habitat can help administer your timber sale from  
beginning to end!*

### **Step 1: Conduct a Forest Inventory (Optional)**

- This step is recommended in order to determine the species composition, timber volume, timber value, and forest density of your property. However, ultimately it is not entirely necessary. You may decide to skip this step.
- If you have a Heritage Habitat management plan already, this step is already complete! If not, it is highly recommended to have a long-term management plan in place, or at least have Heritage Habitat provide a Timber Report, which will include a forest inventory and associated data.
- A forest inventory consists of Heritage Habitat collecting data on numerous GPS sample points plotted on your property. Once on plot, trees are determined to be in/out (counted or not counted) for the sample and the following data is collected: tree species, number of trees, merchantability of tree, diameter of tree, and other related points.
- Using the data collected during this process, Heritage Habitat will determine what harvest method is most suited for your forest and your property.
- This is a separate service from the “timber sale administration” fee.
- This data will also guide Heritage Habitat through Step 2: Marking Your Timber.

### **Step 2: Marking Your Timber**

- Timber marking consists of Heritage Habitat painting each tree individually that is to be cut and sold across your entire timber sale area as well as flagging your timber sale boundary.

- While painting each tree, we collect more data (marking tally) such as the species of the tree, tree diameter, and merchantable height.
- Using this additional data, we can calculate precisely how much volume is being removed from the property, as well as project what the residual forest species composition will look like post-harvest.
- This “marking tally” will provide us with an estimate on the timber value that is to be sold. Using this number, you can determine which bid price to accept (if any at all).

### **Step 3: Advertise Your Timber**

- At this point, Heritage Habitat will prepare a bid packet for your timber sale, which includes:
  - Timber sale inventory of marked timber
  - Map of your property, timber sale boundary, purchaser access, and log deck locations
  - Directions to and road map showing location of timber sale area
  - Sealed-bid schedule setting time and date deadline for receipt of sealed bids; time and location of private bid opening of all timely bids by HHF.
  - Description of sealed-bid procedure:
    - Date and location of signing of timber sale contract
    - Forms of acceptable bidding
    - Forms of acceptable payment
    - Time and place of signing of landowner’s contract with purchaser
    - Purchaser’s payment schedule
- A sealed bid packet will then be mailed to Heritage Habitat’s list of potential purchasers (as well as any purchasers the landowner may have in mind) and a date will be set to open the bids.
- Landowner always retains right of refusal of any and all bids for any reasons if you are not satisfied with the bid prices.
- Heritage Habitat will conduct tours of the timber sale area to any interested purchasers.

### **Step 4: Selling Your Timber**

- Once the landowner has accepted the bid price of one particular purchaser, Heritage Habitat will furnish a three-party contract between landowner, purchaser, and Heritage Habitat. We will never sign a timber sale contract on behalf of the landowner. In this contract, Heritage Habitat and the landowner will detail precisely how the landowner wants the timber sale conducting, what the end results will look like, etc.

- A security deposit will be exchanged between purchaser and landowner to ensure purchaser fulfills all obligations of timber sale contract. Security deposit will not be returned until the landowner has approved of the post-harvest conditions.
- Heritage Habitat will then advise the landowner on the harvesting schedule and operations, as needed.
- Heritage Habitat will conduct periodic unscheduled inspections of the logging operation to ensure the purchaser is adhering to all specifications outlined in the timber sale contract.

### **Step 5: Timber Sale Close-out**

- Lastly, Heritage Habitat will conduct a thorough walk-through of the timber sale area to ensure all contractual obligations of the purchaser have been met prior to landowner releasing the security deposit.
- Landowner has “last say” as to if the job was done to his/her liking.

*And that's it! The whole step-by-step guide to Heritage Habitat & Forestry's timber sale administration process. Feel free to reach out to us with any further questions.*

Heritage Habitat does not and will not recommend “high-grading” timber harvests. This is a logging style that “takes the best, leaves the rest”. This method is not sustainable, not ecologically sound, nor scientifically-backed.

In all timber sales that Heritage Habitat marks, we select each “cut” and “leave” tree deliberately with the goal of long-term forest sustainability that is both scientifically-backed and ecologically sound. A timber sale is not only the removal of the standing timber on the property, but also the “grooming” of the next generation of forest.

Heritage Habitat will not make any financial decisions on behalf of the landowner without prior approval. All major timber sale-related decisions will involve landowner consent.

Landowner can be as involved as he/she wants to. Heritage Habitat will make all appropriate accommodations to ensure the easiest timber sale process from beginning to end.

