Maine Forest Service
District Foresters:

Direct/field & indirect assistance
Landowners, foresters, loggers, towns, general public

Education/outreach
Workshops, schools, fairs, displays, publications

Grants to landowners, towns, nonprofit groups
WoodsWISE, Project Canopy

Forest & harvest monitoring

Natural resource regulation
What are your harvest goals?

► Immediate financial considerations
  ▪ Income – from sale of wood (vs. cost)
  ▪ Wood for your use – boards, firewood, etc.

► Protect & “improve” your forest for the future
  ▪ Influence/increase future growth/value (tree species & quality, new seedlings, forest health, etc.)
  ▪ When can you return for further harvesting?

► Protect/balance other resources
  ▪ Recreation, scenery, aesthetics, wildlife habitats, etc.
  ▪ Soil, streams, wetlands, trails, etc.
Planning for your Woodlot (not just one harvest event...)

- Know what you’ve got
- Know how your forest is growing, what it’s potential is, what your options are
- Develop an action plan (10 years+)
  - Harvest now or later? One harvest block? Two or more? When? How?
  - Other projects?
- Forest Management Plan
You are writing the next chapter of your woodlands...
Planning a harvest

- Who is involved, who decides what, who’s responsible?
- Where is the harvest?
- What laws/regulations apply?
- What trees will be harvested?
- What products will result, where will they be sold, what are fair prices?
- When will the wood be paid for?
- What equipment will be used?
- How will the harvest area be accessed – trails, roads, log landings?
- How will the operation deal with slash, water quality, soil conditions, damaged trees, special features, etc.?
- When will the harvest occur?
- Will you put this plan/agreement in writing before the harvest?
Types of harvests for particular goals

► Thinning
  - Improve growth rates
  - Favor particular species
  - Favor better quality trees (timber, wildlife, aesthetics)

► Regeneration harvest
  - Small openings for seedlings (looks a lot like thinning!)
  - Bigger/more openings for seedlings/sprouts
  - Clearcutting

► “High-grading” (no consideration of future growth)
  - Cut the valuable trees and leave poor quality trees

“Selective cut”???
Attention
TREE TRIMMERS!
Anyone touching a twig on
this tree will be sued or
sold as a slave.
The Welldons
WHAT WILL MY WOODS LOOK LIKE?

BEFORE AND AFTER TIMBER HARVESTING
Harvest planning & “administration”

► Terminology: A timber harvest or “sale” (logging job/operation, timber cut, etc.)
  - a “commercial harvest” = any timber harvest where wood is sold, i.e. the landowner is selling their trees
  - A few landowners will do their own cutting – most will involve a professional logger
  - The buyer may be a logging contractor, procurement forester, trucker, broker, etc.

► A “precommercial” forest operation
  - cutting is done primarily to improve future growth, no wood is sold, trees cut are left in the woods or used by the landowner
Timber sales

► Stumpage sale/Pay as cut sale (*most typical*)

1. Landowner sells trees “on the stump” for an agreed set of prices (“stumpage prices”) to the logger/buyer

2. Logger/buyer re-sells or “markets” the wood to various outlets -
   1. a wood buyer/concentration yard
   2. a mill or procurement forester

3. Each truckload of wood is measured or “scaled” by the receiving mill or concentration yard (or other buyer)
   1. Sawlogs/veneer – thousand board feet (MBF)
   2. Firewood/pulp/biomass – cords or tons or mlbs.
   3. “Scale slips” or “Mill slips” show volume/quality of each load

4. Logger pays the landowner based on scaled volume & price agreed
Harvest Preparation

Forest Operations planning/preparation:

- Flagging boundaries and/or harvest area limits
- Silviculture – determining what will be cut
- Marking trees to be cut (or to be retained)
- Planning/laying out roads, log landings, major trails
- Designing Best Management Practices at/around waterbodies (erosion control, stream crossings, etc.)
- Filing notifications/reports, researching legal requirements, obtaining permits (if necessary)
Legal Considerations

► Boundary marking – within 200’ of harvesting

► Forest Practices Act
  ▪ Forest Operations Notification & Landowner Report
  ▪ Clearcutting Requirements (& exemptions), Regeneration Requirements

► Liquidation Harvesting
  ▪ Buying, cutting, and selling timberland within a 5-year period

► Natural Resource laws
  ▪ Water quality protection; Statewide Standards for Timber Harvesting in Shoreland Areas; Shoreland Zoning; NRPA, wildlife habitat; slash laws, etc

► Local Land Use or Harvesting Ordinances

► Property restrictions (e.g. easements, Tree Growth requirements)
Harvest Preparation

► Establishing harvesting agreements

- Estimating timber volume/value
- Determining the type of equipment is best suited to the type of harvest
- Identifying/researching a logger/contractor
- Determining fair prices, negotiating prices with a logger/buyer
- Developing a written Timber Harvest/Sale Contract that establishes expectations and responsibilities
Harvest Supervision

► Supervising and “administering” the harvesting contract

- Reviewing the harvest periodically as it’s happening
- Problem-solving – adjusting to changing conditions
- Making sure wood is being marketed to its maximum value
- Reviewing scale slips & stumpage payments to the landowner
- Making sure the harvest is completed and “closed out”
- Providing harvest summary information for reporting/tax purposes
Working with Professionals

► Forester Services
  - Planning, research, silviculture, contracting, supervision

► Logger services
  - Planning, research, silviculture, contracting, supervision
  - Felling and yarding trees (efficiently, safely, protecting remaining trees)
  - Building/improving roads, trails, landings, stream crossings
  - Marketing/trucking the wood
  - Clean up, firewood for landowner’s use, etc.?
Many “small” landowners will have only one or two “significant” harvests occur during their ownership tenure or within their lifetime.
Harvest Operations

► Felling (controlled/safe)
► Yarding (skidding/forwarding)
► Trails
► Log Landings
► Roads
► Stream crossings

What type of equipment can accomplish the type of harvest planned & get the results you want?

What is the operator’s level of skill/care?
Log Landings
Trails
Truck roads
Contracts

- **Contract with an independent forester**
  - Services that he/she will provide to the landowner, at what cost, how/when billed

- **Contract with your logger (or other buyer)**
  - “Timber Sale Contract” – an agreement to sell (some of) the landowner’s trees, at a pre-determined price, under pre-agreed conditions
  - “Service Contract” – an agreement in which the contractor provides defined services, at a pre-determined cost to the landowner
Timber Sale Contract

► A Timber Sale contract is between
- the landowner – the “Seller” – and
- a purchaser of timber – “Buyer” (usually an independent logger/logging contractor).

► Ideally developed by
- an independent forester representing the landowner
- someone sufficiently knowledgeable to address all the possible considerations and represent the landowner’s interest.
Why have a contract??

► A written contract is a communications tool that outlines a common set of expectations and assurances between the landowner and the logger (and/or the forester)

- In writing and up front (easier to remember over time)
- Ensures that decisions/agreements are made in advance, before any work begins

What are the goals, desired results?

Who’s doing what?
- responsibilities

Ask questions about what is going to happen - if the answer is important it should probably be addressed in the contract

Does the contract “describe” a harvest that will meet your goals?

This presentation does not constitute legal advice and should not be construed as such.
Take-home points

► Plan ahead (weeks, months, years)!
► Get to know forestry...
► Hire a reputable, knowledgeable Licensed Forester to help you
► Work with a reputable, skilled, professional logger
► Communicate clearly & often with everyone involved
► Use detailed written contracts to clarify expectations and responsibilities
Next steps...

► Go to a few field tours/demonstration forests/harvest sites
► Talk to several foresters & references
► Talk to several loggers & references
► Read books, magazines, newsletters
► Think about your goals & talk to your family
► Plan your successful harvest!