

EDUCATING OHIO WOODLAND OWNERS HOW TO MANAGE TIMBER SALES

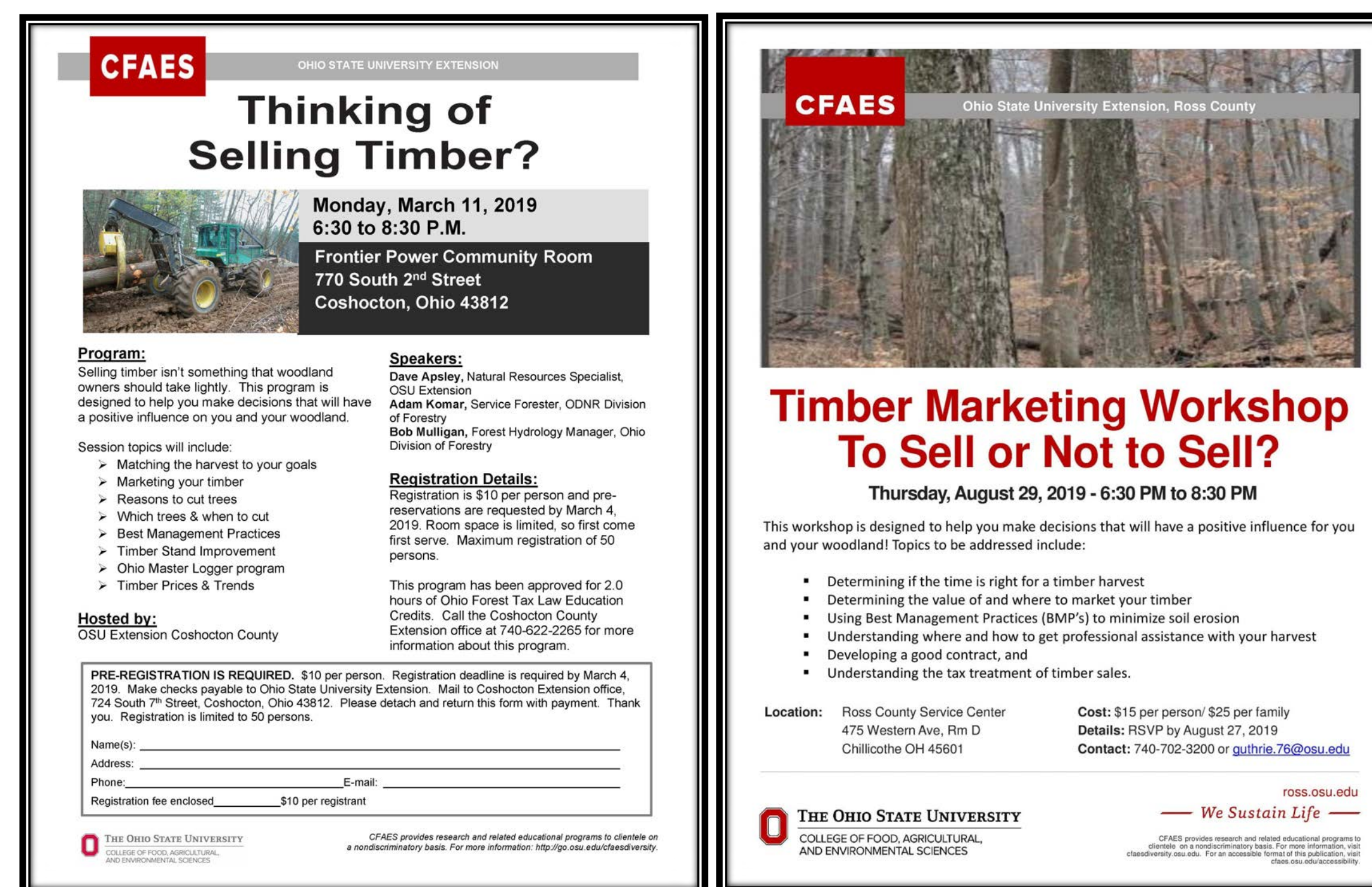
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Background

Nearly eight-five percent of Ohio's 8 million acres of forestland is held by over 335,000 private landowners. These woodlands provide many benefits to the landowners including being a potential form of income. The sale of timber, however, can be very risky. Some woodland owners unintentionally sell their timber for only a fraction of its value. Oftentimes, the bids from competing logging companies can differ by thousands of dollars. To help landowners overcome the risks associated with marketing timber, OSU Extension developed best management practices for selling timber.

Educational Workshops

To help landowners overcome the risks associated with marketing timber, OSU Extension offered regional workshops to teach the best management practices for selling timber.



Workshop Topics

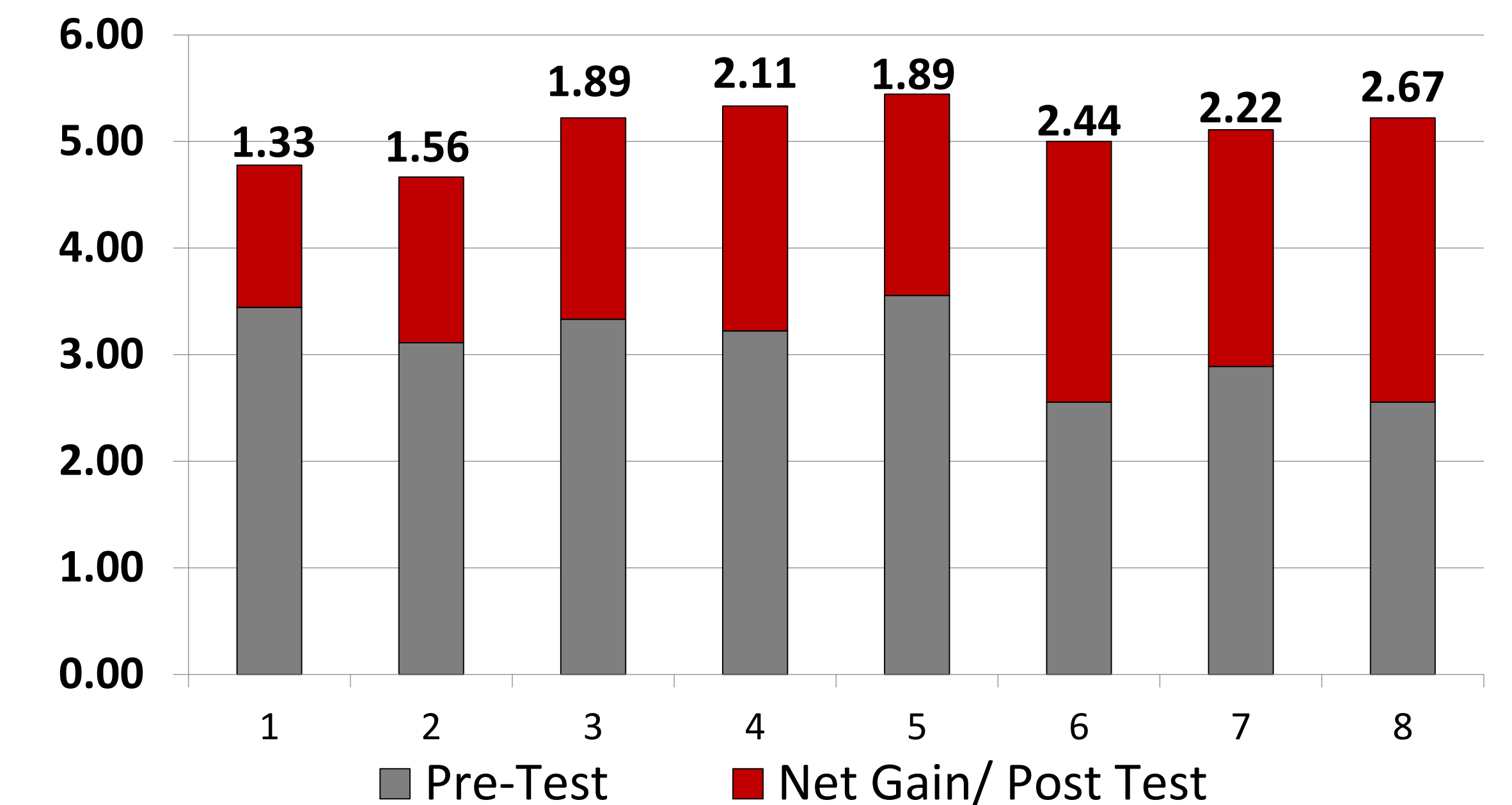
The primary goal of the workshops were to teach landowners how to manage a potential timber harvest to maximize their financial and forest management goals. The major teaching topics of the workshops included:

- ✓ Determining timber harvest readiness
- ✓ Importance of marking trees for sale
- ✓ Developing a timber harvest plan
- ✓ Process of marketing and selling timber
- ✓ Type of timber sales
- ✓ Determining value of trees
- ✓ Best practices for timber contracts
- ✓ Tax treatment of timber sales
- ✓ Utilizing your timber professionals
- ✓ Protecting your water and soil resources
- ✓ Ohio Master Logger Program

Participants were encouraged to work with a professional forester to develop a forest management plan and to support the timber sale process.

Outcomes

During the past year, four workshops were held with 115 landowners, owning 5,550 acres of woodlands, attending. Typical evaluation results showed a 2-point average knowledge gain on a six-point Likert Scale for each of the timber marketing topics taught. Furthermore, 97.8% reported being very satisfied about the timber marketing skills they learned



1. Knowing if my trees are ready for harvest
2. Understanding how to value my trees that are ready for harvest
3. Understanding Best Management Practices (BMP's) to minimize soil erosion during at timber harvest
4. Understanding the benefits of professional assistance with your harvest
5. Awareness of what is included in a good timber contract
6. Knowing what kind of timber seller I would be to the IRS
7. Understand how to determine timber basis for my property
8. Understand tax treatment of timber sales

Acknowledgements

These programs were the result of a partnership between OSU Extension, the Ohio Department of Natural Resources, Ohio Division of Forestry, and Private Industry.

