

## About Us

Kanawha Forestry is a provider of professional forestry services specializing in sound advice, lasting relationships, services and programs for landowners in West Virginia. Jeff Parsons is the owner and a Registered Professional Forester in West Virginia (WVRPF336) since 1993, a Certified Forester by the Society of American Foresters (SAFCF255) and a licensed real estate agent focusing on West Virginia land transactions and land management.

### **Services Provided for Landowners:**

#### **Timber Inventory & Appraisal**

**TIMBER2MARKET—Timber Sale Brokerage**

**TIMBERBANK—Timber Asset Management**

**LAND2MARKET—Land Brokerage**

**Contract Land Agency**

**Wildlife Habitat Management**

**Hunt Lease Program (HLP)**

**“My Forester” Program**

**Trophy Lands Development**

**Property Tax Reduction (for timberlands)**

## Why Hire Your Own Forester

Professional forestry & land resource management combines the art, science, experience, knowledge and modern technologies of managing timber, forests and forestlands. Timber brokerage and markets knowledge are a big part of maximizing timber sale opportunities for owners but its certainly not all your Forester can do for you and your land.

Most of our active owners look at their land use, enjoyment and land value as their highest priorities of land ownership. We take this responsibility very seriously by helping owners in their timber, forest & land management processes and projects from beginning to end. During these processes we help owners use their timber sales and harvests as tools to actively plan, manage and improve their land in the process.

When compared to non-managed lands and unmanaged timber sales, the income implications are significant and can result in thousands of dollars in lost income from poor timber sale information and decisions. Additional losses can result from the lack of land asset appreciation or actual land depreciation due to poor timber harvesting. As foresters we know this because we see the results every day. Most importantly though, we see the big picture and we help landowners get to where they want to go.



Kanawha Forestry

**WVLANDGROUP**  
BOOTS ON THE GROUND LAND PROFESSIONALS

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## Timber Inventory & Appraisal

Know Your Timber Assets & Options  
With Critical Timber Data



Kanawha Forestry

“Workin’ the Land” Since 1992



**Question: What is a Timber Inventory & Appraisal and why do I need one?**

**Answer: TO KNOW WHAT YOU HAVE & WHAT YOUR OPTIONS ARE. We do various types of timber appraisals, for timber sales, timber management and timber asset growth and we offer three options to best fit budgets and objectives.**

### **Option 1: General Timber Analysis**

A general timber analysis consists of property mapping, timber stands mapping, a field walk through where observations are made and field data is taken regarding the current condition of standing timber including timber species, size, average volume per acre, total volume estimate, marketable now or “years-to-harvest”, timber access and possible timber sale inhibitors. This report is not a certified timber appraisal but it does provide the necessary basis information for timber assets and future timber sale planning purposes. This is the lowest cost option for owners who want to get a professional forester’s valuation opinion of their current standing timber value and/or future value and gain insight into possible timber and land management options. This option may also suffice as a “second opinion” for owners who currently have a timber purchase offer on the table.

### **Option 2: Timber Inventory & Appraisal to Market**

A **Timber Inventory & Appraisal** for Timber2Market consists of property mapping, timber stands mapping and a full field inventory of the standing timber to prepare it for sale. This inventory consists of sampling the stocked timberland by taking tree measurements sample plots for species, diameter size and marketable product lengths and quality. These measurements are used to generate inventory data reports that provide total and per acre board feet estimates for the timber resources. Once the inventory reports are generated, current estimated timber valuations are applied per 1,000 board feet (MBF), based on current hardwood timber pricing sources and local comparable timber sales. Estimate adjustments may be made for timber tract logistical factors such as ease or difficulty of timber access, estimated logging costs, quality of marketable timber, and other markets and valuation factors. This report consists of all of the

timber data and information needed to successfully merchandise the timber sale.

With our **Timber2Market** process we provide this timber inventory data and analysis information to prospective timber purchasers. Most often the final timber sale price and sale terms obtained or negotiated are determined in large part by the **Timber Inventory & Appraisal**.

**For more information on our forestry, timber and land management services visit our web site at:**  
**WVLANDGROUP.COM**

### **Option 3: Comprehensive Timber Inventory & Appraisal, Management Planning & TimberBank**

Comprehensive **Timber Inventory & Appraisal** as part of longer term planning provides more long term management data and analysis, recommendations and timber growth and yield projections for planning purposes. It also includes additional hardwood markets analysis for evaluating current and future timber sale options and harvest schedules, best times to sell and includes more detailed residual stand data for trees left to grow after harvests. Management objectives are focused more towards longer term income, resource sustainability and building land and timber asset values over time. This analysis and data reports when combined with Forest Management Planning and our **TimberBank** program are tailored to provide an individual long term “business or estate type forest management plan” and timber assets account(s) for maximizing land, timber and forest assets to the owner over a 10-30 year period or beyond.

Other long term objectives and issues addressed with comprehensive analysis and planning are:

- Better land use and access planning with **Roads & Trails**
- Grant funds available for planning and improving your land available from the WV Division of Forestry and the US Forest Service
- Generating annual income streams through leasing and other land revenue streams (We always have a high demand for hunting lease properties that may be available through our Hunt Lease Program)
- National certification programs that promote sustainable forest ownership and stewardship including Tree Farm and other state and national forestland owner programs
- **Trophy Lands Development** – How to substantially increase your land values , land use and land enjoyment over time and as a natural process
- Woodlot management and utilization and forestland homesteading for owner’s who want to better use their own forest products
- Wildlife Habitat Management – Managing for quality hunting experiences and improved habitat
- Planning strategies for mineral development and potential rights-of-way and their effects on your timber & land
- Other individual owner objectives regarding short and long term planning specific to your land use goals



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