

WOOD WISE

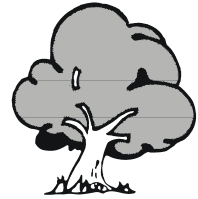
GROSSMAN FORESTRY COMPANY

Independent Forest Management and Marketing Specialists

FORESTRY NEWSLETTER

SUMMER 2003

1013 S. Newberry PO Box 426
Newberry, MI 49868
Phone: (906) 293-8707
Fax: (906) 293-8198 e-mail: gfco@up.net



CALL FOR ADDITIONAL INFORMATION

THE STEWARDSHIP PROGRAM

Opportunities For Landowners

The Stewardship Program encourages management of non-industrial private lands by developing a detailed land management plan to meet the **landowner's** objectives.

This program is very popular, primarily due to the high quality plans produced and the fact that the landowner only pays 50% of the cost, the program pays the rest. Since 1992, the Grossman Forestry Company has written over 510 stewardship plans covering over 76,000 acres. We will meet with you on your property where we can begin to develop ideas to meet your objectives together. All plan recommendations are voluntary and you can begin implementation at your own pace. **MAXIMIZE YOUR OBJECTIVES WITH A STEWARDSHIP PLAN.** If you are interested in learning more about this program please call (906) 293-8707.

HABITAT HIGHLIGHT – NORTHERN HARDWOODS – MISSED OPPORTUNITIES?

Northern Hardwoods are the largest forested habitat in Michigan occupying 7.2 million acres or 38% of Michigan's forested area. As you might expect these forest contain hardwood trees such as sugar maple, red maple, beech, basswood, yellow birch, white ash and occasionally aspen, white birch, hemlock and white pine. This habitat is used by a tremendous variety of wildlife species.

Basic northern hardwood management is individual tree selection thinnings. Each tree to be removed is individually marked by a qualified forester. The number and size of trees to be removed depends on the forest structure and landowner objectives. Thinnings can be done every 10-15 years depending on the soils, landowner objectives, severity of past harvest and markets.

In order to consistently produce high value hardwood trees thinnings need to remove small poor quality trees as well as mature valuable trees. It is a common miss-conception that large healthy trees should be harvested and small poor quality trees left (this reduces value and growth from 9%+ per year to as low as 1% per year). Small canopy gaps where larger trees are removed will allow young saplings to become established. These young trees can properly develop in the full sunlight. These areas provide important cover and browse for a variety of wildlife species

Landowners need a management plan to help them understand what is happening on their property. If northern hardwoods are present, is it desirable or necessary to manage this habitat? This question can only be answered by the landowner and is related to their objectives. If you are interested in improving the wildlife habitat and quality of hardwoods on your landscape you will have to consider regularly scheduled thinnings. There are many techniques available to minimize the undesirable visual effects of a timber harvest. These techniques are discussed in a management plan.

GROSSMAN FORESTRY COMPANY TO HELP HOST MFA '03 ANNUAL MEETING

The Michigan Forest Association annual meeting will be held August 15th and 16th in Newberry and Naubinway. Jerry Grossman and his committee from Chapter 3 have put together an interesting program starting Friday at Newberry with lunch at the Logging Museum followed by visits to the Louisiana-Pacific mill and the Sustainable Forest Products of Michigan, Inc. Dry Kiln. We will be spending Saturday as guests of the Hiawatha Sportsman's Club near Naubinway. The club has 35,000 acres and was Michigan Tree Farm of the Year in 1993. It has been under continuous professional management since 1978 and less intensively for years before that. We will have the opportunity to see active logging in progress, fisheries management projects, wildlife food plots, planting for wildlife and timber production, white, red and Jack pine management as well as northern hardwood and aspen management.

TIMBER MARKETING

As many landowners know the markets for timber are very active right now. In fact markets are at historical highs for many Michigan species and products. Before you consider a timber harvest it is essential that you have a written management plan (this is the look before you leap theory). Regardless of the markets you should harvest timber for **landowner** objectives. This should be in a written management plan including detailed harvest specifications to address your needs and concerns.

Working as the landowner's representative, we prepare blocks of timber for sale, advertise, and sell on a bid basis to the highest reputable bidder. Our experience in this area assures the landowner that he/she will obtain the highest possible price for her/his timber and at the same time secure the services of a reliable operator. Our average annual timber sale program grosses over **\$700,000** for our clients. These sales were conducted for a wide variety of reasons but the most common was to improve habitat for wildlife species.

Unless there are unusual circumstances you need to advertise for bids from reputable timber producers. It is very common for bids to vary as much as 100% from low bid to high bid. Call or write if you want to see a listing of our 2002 timber sale program. Remember that any timber sale should always be based on a written management plan to meet **landowner** objectives.

APPRAISAL SERVICES

The Grossman Forestry Company has registered foresters and licensed valuation specialists available for all of your land and/or timber appraisal needs. We specialize in vacant lands as our primary business and are trained and qualified to recognize any potential timber value on your parcel. (Gerald Grossman, Limited Real Estate Appraiser, #2264).

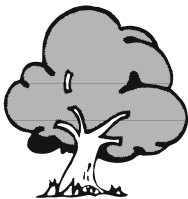
TIMBER TAXES

Even if you purchased your property for recreational purposes there may be some timber taxation issues (and the opportunity to greatly minimize your tax liability). Whether or not you plan to harvest timber you will want a timber cruise and appraisal to set your basis. This is the start of successful tax planning. Call or write for a free bulletin from Michigan State University.

MEET ONE OF OUR EMPLOYEES

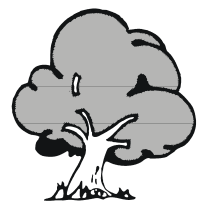
Company President, Gerald Grossman, lives in Newberry with his wife Amy, and son Jack. He has lived in Newberry for 13 years and has a Bachelors degree in forestry from the University of Michigan and graduate degrees in Forestry and Business Administration from Michigan State University. Gerald will be chair of the Michigan Society of American Foresters in 2004.

GROSSMAN FORESTRY COMPANY is a privately owned forestry consulting firm that assists Michigan's private landowners with forestry and wildlife management. The company currently employs three full-time consulting foresters with secretarial support. Working as **agents of the landowner**, we provide the following services based upon the landowner's goals: stewardship plan writing, timber sale administration, forest boundary location, forest and wildlife management plans, timber market analysis, timber/land appraisal, and aerial photograph interpretation (every year we work with hundreds of clients to help them enjoy their properties). Our services are provided throughout Michigan's Upper & Northern Lower Peninsulas. As consulting foresters, we have an obligation to use our knowledge and provide the best possible service to Michigan's private landowners.



EMPLOYEES:

Gerald Grossman ACF & CF	Registered Forester #567
Todd Miller ACF & CF	Registered Forester #616
Lloyd Martindale CF	Registered Forester #631
Betsy Costa	Secretary



Assisting Private Landowners with Integrity and Professionalism