



**GROSSMAN FORESTRY COMPANY** Consulting Foresters  
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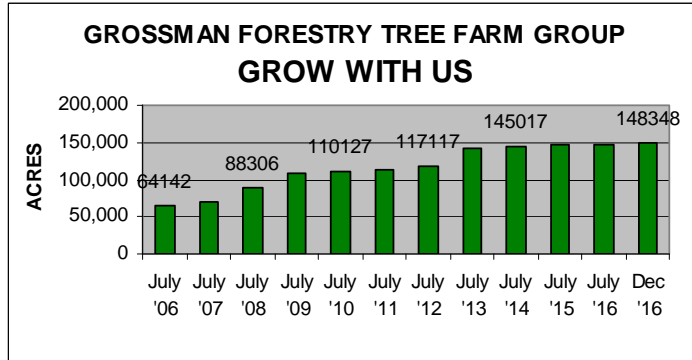
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**Date:** January 5, 2017

**To:** DNR Offices, USFS Offices,  
Procurement Foresters, etc.

**From:** Gerald Grossman, ACF & CF  
Registered Forester #567

**Reason:** Grossman Forestry Co.  
**2016** Production.



We have compiled the following for your general information. We appreciate the opportunity to work with all of you in the management of our renewable resources.

**As exclusive landowner agents we remain committed to providing the highest possible levels of customer satisfaction -- ALL OF OUR PROGRAMS TURNED IN STRONG PERFORMANCES.**

We currently provide management services to 350,000 + acres and have a full time staff of 7 foresters. **165,000 acres SFI certified, 33,000 acres FSC certified and 148,348 acres Tree Farm Group Certified.**

**MANAGEMENT PLANNING**

- Forest stewardship plans - 32 approved plans covering 5,660 acres (bringing our total to 916 plans covering 159,448 acres). NRCS plans – 2 approved, covering 187 acres.
- In addition other Forest Management Plans/Timber Cruises - approx. 3,000 acres.
- Management plans for the qualified forest program (PA378) are in high demand.
  - Total in the program = 155 tracts covering 28,046 acres.

**TIMBER SALE ADMINISTRATION**

- Our 2016 timber sale administration program conducted 42 timber sales on 3,729 acres.
- Total stumpage value was \$2,273,961.

Hardwood logs = 1,633 mbf  
Softwood logs = 157 mbf

Hardwood/aspen pulp = 31,392 cds  
Softwood pulp/bolts = 28,816 cds

**CONTRACT TIMBER SALE PREPARATION**

In addition to our timber sale administration program, we also provide contract timber sale preparation. Contract timber sale preparation covered over 2,000 acres yielding over 20,000 cords and 1.5 MMBF.

**CONTRACT FOREST INVENTORY**

We provide significant forest inventory work to public, industrial and other private ownerships. In 2016 we completed approximately 15,000 acres of forest inventory & analysis.

**REAL ESTATE SERVICES**

Our licensed real estate brokers and agents continue to provide real estate & valuation services.

**MISC. FORESTRY SERVICES**

- We continue to provide regeneration surveys as needed.
- We continue to provide management planning services with enhanced GIS capability.
- We continue to provide timber basis and tax depletion reports to numerous clients.

**CORPORATE SERVICES**

We continue to offer a variety of services for our corporate clients (land appraisals, site evaluations, & inventory services). We provided Forestry auditors to facilities located in New York, Virginia and Michigan.