



GROSSMAN FORESTRY COMPANY Consulting Foresters
1013 S. Newberry Ave. * P.O. Box 426 * Newberry, Michigan 49868

Gerald H. Grossman
Phone: (906) 293-8707
Fax: (906) 293-8198

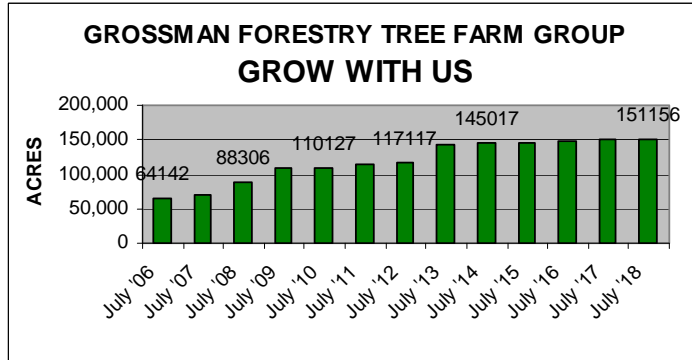
E-mail: gfco@up.net
Web: www.grossmanforestry.com

Date: January 21, 2019

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

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

Reason: Grossman Forestry Co.
2018 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 375,000 + acres and have a full time staff of 7 foresters. **165,000 acres SFI certified, 44,310 acres FSC certified and 151,274 acres Tree Farm Group Certified.**

MANAGEMENT PLANNING

- Forest stewardship plans - 46 approved plans covering 12,268 acres (**bringing our current total to 1,004 plans covering 183,678 acres**). NRCS plans – 1 approved, covering 76 acres (bringing our total to 35 plans covering 5,755 acres).
- In addition other Forest Management Plans/Timber Cruises - approx. 500 acres.
- Management plans for the qualified forest program (PA378) are in high demand.
 - Total in the program = 204 tracts covering 33,644 acres.

TIMBER SALE ADMINISTRATION

- Our 2018 timber sale administration program conducted 31 timber sales on 4,042 acres.
- Total stumpage value was \$2,235,203.

Hardwood logs = 2,078 mbf
Softwood logs = 90 mbf

Hardwood/aspen pulp = 34,132 cds
Softwood pulp/bolts = 16,932 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 4,900 acres yielding over 55,500 cords and 2.9 MMBF.

CONTRACT FOREST INVENTORY

We provide significant forest inventory work to public, industrial and other private ownerships. In 2018 we completed approximately 14,000 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

- **Provided quality control / check cruising services out of state.**
- We continue to provide regeneration surveys as needed. **Supervised planting of over 1.3 million pine trees in 2018.**
- 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 Virginia and Michigan.