



**GROSSMAN FORESTRY COMPANY** Consulting Foresters  
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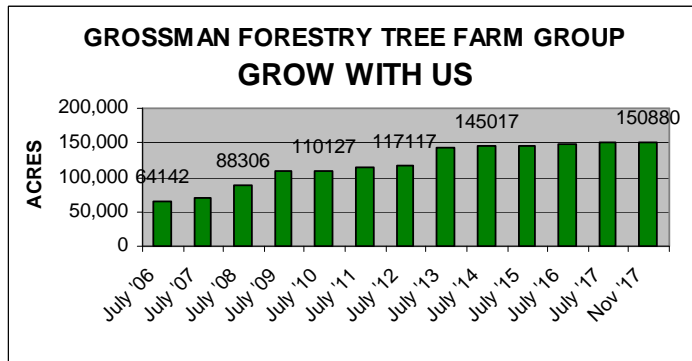
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**Date:** January 19, 2018

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

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

**Reason:** Grossman Forestry Co.  
**2017** 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 150,880 acres Tree Farm Group Certified.**

**MANAGEMENT PLANNING**

- Forest stewardship plans - 31 approved plans covering 9,739 acres (bringing our total to 946 plans covering 169,067 acres). NRCS plans – 0 approved, covering 0 acres.
- In addition other Forest Management Plans/Timber Cruises - approx. 2,000 acres.
- Management plans for the qualified forest program (PA378) are in high demand.
  - Total in the program = 180 tracts covering 31,012 acres.

**TIMBER SALE ADMINISTRATION**

- Our 2017 timber sale administration program conducted 48 timber sales on 4,363 acres.
- Total stumpage value was \$3,125,691.

Hardwood logs = 3,872 mbf  
 Softwood logs = 135 mbf

Hardwood/aspen pulp = 37,519 cds  
 Softwood pulp/bolts = 11,576 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 2,400 acres yielding over 23,000 cords and 2.0 MMBF.

**CONTRACT FOREST INVENTORY**

We provide significant forest inventory work to public, industrial and other private ownerships. In 2017 we completed approximately 16,000 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 Virginia and Michigan.