



**TIMBERLAND INVESTMENT RESOURCES LLC**  
growing value for our clients every day

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John,

Marty's property has approximately \$280,000-\$300,000 of merchantable timber available for harvest year round depending on market conditions. The property can be harvested any time of the year; the equipment may need larger or dual tires to operate in the moist soil.

We have looked at a number of distressed properties for acquisition over the past few years and they all have a similar theme:

- Every stick of merchantable timber is harvested. The tracts look like the metaphoric clear cut which non-forestry people think of when they hear the word clear cut. There is no timber left, there are huge piles of tree tops/limbs near public roads, and is just raw dirt being eroded away by the weather.
- Distressed sellers typically ignore Best Management Practices (BMPs) when harvesting their timber because of the need for cash. When you ignore BMPs, Streamside Management Zones (SMZs) do not apply and all the timber next to and on the banks of Rudd Creek will be harvested.
- When you put large machinery near Rudd Creek, it is very possible the banks could collapse placing large amounts of sediment into the stream or potentially filling it in. If all the bank trees are harvested, water temperature will also rise impacting any animals using the creek.
- Given the need for cash, distressed sellers also ignore the lasting impacts to their land and harvest when they need the cash whether it is summer, winter, wet or dry. Logging equipment can easily harvest during wet conditions but timber owners not under duress choose to wait until the perfect time to harvest timber.
- The Spring, Summer and Fall harvests will lead to excessive rutting on the property from the skidder pulling logs out of the woods. I have seen skid trails rutted up to 2 feet deep when a timber buyer is under pressure to get the timber harvested.

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- Even if the timber was harvested in the winter, the central Wisconsin counties have experienced less snowfall and higher temperatures in the past few seasons. We have had to delay harvesting jobs to prevent excessive rutting and soil compaction from the heavy equipment which causes decrease in site productivity.
- I have yet to see a seller under financial pressure plant seedlings on a site or take care of natural regeneration that already exists on the site. The seed source to regenerate the site will be completely gone because of the lack of a seed source, it may take the site an additional 20-30 years to be fully occupied with seedlings to grow the next crop of trees.

I hope this helps you understand the potential impacts of harvest due to financial duress that will occur when Marty harvests his timber.

Sincerely,

Craig Seaman, CF  
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