

How Do I Prepare for Selling My Timber?

- Determine objectives for your forest
- Get professional help.
- Determine how you are going to sell your timber
- Sell your timber by bids
- Hire a logger and sell timber with a written contract

Expectations, terms and conditions to set with loggers when negotiating a timber sale contract

- How trees will be designated for cutting or leaving
- How the sales price is determined
- How the payment is to be made.
- Where the property boundaries are located
- Preventing tire ruts and muddy patches by agreeing not to work on soft ground during wet weather
- Scheduling a limited time period for the tree harvesting work
- Setting limits on the time and location of heavy equipment parking and storage
- Are roads and trails permanent or are they to be retired? This needs to be decided prior to writing the contract. Permanent roads will cost more to establish.

Landowner Expectations

- Determine what your objectives are: financial, aesthetic, wildlife, etc.
- Logger understands and works to satisfy your objectives and wishes.
- Fair compensation – full compensation for actual value of timber removed
- Removals as expected – leave all trees not designated for cutting
- Property left in reasonable shape: no debris left in fields, lawns, roads, streams.
- Minimal damage to residual trees and land.
- Compliance with laws and regulations.

Logger Expectations

- Fair compensation – remember the logger has costs as well, including the cutting, dragging to loading point, loading , trucking to his selling point, and all equipment costs.
- Know what your expectations are and is willing to accept them
- Knows what he is supposed to cut and not – marked? Or how designated?
- Landowner has clear title to the land and trees
- Clear boundaries!
- Are roads and trails permanent or are they to be retired? This needs to be decided prior to writing the contract. Permanent roads will cost more to establish.

Landowner's Responsibility

Landowners need to be familiar with the requirements of the [Kentucky Forest Conservation Act](#) and environmental regulations related to forestry operations. Landowners are responsible for implementing best management practices (BMPs) for the purpose of protecting watersheds as required under the Agriculture Water Quality Act. For more information on BMPs, please link to the [Agriculture Water Quality Act](#) (KRS 224.71-100 to 224.71-140).

Logger's Responsibility

The [Kentucky Forest Conservation Act](#) (KRS 149.330 - 149.355) requires that every commercial logging operation in Kentucky have a master logger on site and in charge at all times. For more information about the KML program, please click masterlogger.org or to find information regarding KML training schedules and to sign up for the KML program.

Other questions I was asked

- Numbers, sizes and species of woody vegetation to be replanted in place of the harvested trees
 - In a forest setting, most of the time, nature will do a better job of re populating than man. Already existent seedlings, stump sprouts, etc. If conditions are such that you want or need to plant or are planting a non-forest area see the chart.
- Ensuring that tree stumps are grinded to ground level, if the homeowner so desires
 - This is a yard/lawn situation. It is not practical or, sometimes, possible to do this in the forest setting.
- Installing erosion controls, sediment controls and other best management practices
 - This is actually required in Kentucky by two related laws: The Agriculture Water Quality Act (KRS 224.71-100 thru -140), and the Kentucky Forest Conservation Act (KRS 149.330-355). There are different provisions in Ohio and Indiana but there are legal requirements.
- Leaving the tree plot land in a relatively natural or good condition
 - Logging will change the landscape. Include provisions in the contract about minimizing damage to the residual stand and land
- Removing unwanted branches and leaf litter or at least placing them in acceptable locations
 - again, yard vs. forest