

Before You Decide to Sell Timber

Ask yourself the following questions BEFORE selling timber. If you can't answer these questions or answer “no” to them, seek professional assistance.

- ___ Have you identified your longterm management objectives such as income, wildlife habitat, recreation, and aesthetics?
- ___ Have you developed a plan to achieve your objectives?
- ___ Have you identified your objectives for this sale?
- ___ What harvest method is best suited to meet your objectives?
- ___ What effect will a harvest of this type have on your forest and its related resources?
- ___ Do you know what your forest will look like following a harvest?
- ___ Will the harvest leave an improved stand for increased value growth?
- ___ Have you consulted with all parties having legal interest in your land (co-owners, mortgagees, banks, etc.)?
- ___ What laws relate to timber harvesting on your land?
- ___ What products are saleable from your land (whole-tree chips, fuelwood, pulpwood, boltwood, sawlogs, veneer)?
- ___ What is the anticipated volume to be harvested?
- ___ What is your timber worth by species, product and quality?
- ___ How will you be paid?
- ___ Do you know how stumpage values are determined?
- ___ Are your boundaries clearly identified?
- ___ Have you identified sensitive areas on your land?
- ___ Who is a reliable logger?
- ___ Are you familiar with timber harvesting insurance regulations and your liability?
- ___ Are you familiar with preparation of a timber sale agreement?
- ___ Who is responsible for payment of the NH timber tax?
- ___ Will there be adequate supervision of the harvest?
- ___ Do you have the information you need regarding federal tax treatment of timber income?

For a woodlot visit, contact your local UNH Cooperative Extension office:

- Steve Roberge, Cheshire County Forest Resources Educator, (603) 352-4550, Steven.Roberge@unh.edu
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