

# THE VALUE OF A CONSULTING FORESTER

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AFOA Field Tour

September 17, 2019

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# What is a Consulting Forester?

*“A consulting forester is an independent professional who manages forests and markets forest products for private woodland owners”. ACF*

*“According to North Carolina state law, General Statute 89B-2, a “Consulting Forester” is defined as a registered forester who:*

- Is competent to practice forest management, appraisal, development, marketing, protection, and utilization for the benefit of the general public on a fee, contractual, or contingency basis*
- Has not engaged in any practice that constitutes a conflict of interest or in any way diminishes his ability to represent the best interests of his clients*
- Has filed annually an affidavit with the State Board of Registration for Foresters in accordance with state law”*

N.C. Forest Service



# Legal Requirements

- State Registration Law
  - B.S. Degree from Accredited University
  - 2 Years Experience
  - Pass Rigorous Test
  - Maintain Continuing Education
- Agency/Fiduciary Requirements
  - Obedience
  - Loyalty
  - Disclosure
  - Confidentiality
  - Accounting
  - Reasonable Care





# Typical Services

- Developing and writing a forest management plan.
- Coordinating tree planting.
- Planning and overseeing a timber harvest.
- Appraising timber value and estimating volume.
- Assessing forest health (disease and insect) conditions.
- Recommending stand improvement practices.
- Prescribed burning.
- Controlling undesirable vegetation or invasive plants.
- Marking existing boundary lines (Note: only a Registered Land Surveyor can establish lines).
- Establishing and maintaining wildlife habitat and food plots.



## Benefits of Using a Consultant When Selling Timber

- Price
- Protection
- Peace of mind





## Benefits of Using a Consultant ACF Requirements

- Ethical
- Educational
- Experience

“Public assurance that a member meets rigorous membership requirements, is committed to excellence, and adheres to a strict code of ethics.”

ACF





## Benefits of Using a Consultant Examples

- Landowner 1 (Limestone County, AL)
- Landowner 2 (Marion County, AL)
- Landowner 3 (Lauderdale County, AL)
- Landowner 4 (Cullman County, AL)





## Where Do I Find A Consultant Forester?

- Alabama Forest Owners Association
- Alabama Forestry Commission
- Association of Consulting Foresters of America
- Forester Search (Bradley-Murphy)
- Woodscamp (Under Construction)







## Quotes

*“However, selling timber is legally, financially, and environmentally complex to the extent that any time a sale or harvest of timber is anticipated, a forester should be a key participant, serving as the landowner’s agent.”*

[www.aces.edu/natural-resources/forestry/foresters/whendoineed.php](http://www.aces.edu/natural-resources/forestry/foresters/whendoineed.php), Alabama Cooperative Extension Service

*“Relying on the expertise of a registered forester or a consultant that is a registered forester to help with the harvest planning and timber sale can prevent surprises to either the seller or buyer and help ensure landowners get the best value for their timber.”*

Selling Your Timber, Alabama Forestry Commission

*“ACF consulting foresters cannot buy timber and must always work in the landowner’s best interest. So you get unbiased advice and expert options for securing the best price for your trees.”*

[www.acf-foresters.org/ACFWeb/About\\_US/Why\\_Choose\\_ACF-/ACFWeb/About](http://www.acf-foresters.org/ACFWeb/About_US/Why_Choose_ACF-/ACFWeb/About), Association of Consulting Foresters of America

# Where to find FMS

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# Questions?

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INVESTING IN A CONSULTING FORESTER

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