



# What We Can Do For You

N.C. Forest Service (NCFS) exists to help landowners ensure the forests of North Carolina stay healthy, productive and beautiful for generations to come.

## Woodland Management Planning

Woodlands provide a wide range of environmental and financial benefits to landowners and society. Forests managed with the advice of a forester or ranger often yield greater returns for their owners. Our foresters and rangers can meet with you to discuss your management goals, then examine your woodlands to assess your land and its resources. We can then provide you with a written woodland management plan to help you make the most of your property.

## Financial Assistance

Financial assistance through cost share programs may be available to landowners interested in starting a new forest or improving an existing one. Some programs can help landowners save 40 to 60 percent of the associated costs. Our staff can also provide you with critical tax information that can result in significant annual savings.

## Tree Seedlings

You can purchase superior North Carolina native tree seedlings from the NCFS Tree Nursery. Call 1-888-628-7337 or visit [nc-forestry.stores.yahoo.net](http://nc-forestry.stores.yahoo.net)

## Insect and Disease Control

NCFS monitors forest health statewide and helps minimize significant threats to our forest resources. Contact your County Forest Ranger if you suspect pests are impacting your woodlands or shade trees. When insect or disease outbreaks occur, NCFS foresters and rangers can help you determine how to salvage damaged timber and install control measures to prevent additional damage.

## Other Services

- Education and outreach
- Wildfire prevention and suppression
- Recreational and Educational State Forests
- Site preparation
- Tree planting
- Prescribed burning... and much more

## District Offices

District 1: Asheville	(828) 667-5211
District 2: Lenoir	(828) 757-5611
District 3: Rockingham	(910) 997-9220
District 4: New Bern	(252) 514-4764
District 5: Rocky Mount	(252) 442-1626
District 6: Fayetteville	(910) 437-2620
District 7: Elizabeth City	(252) 331-4781
District 8: Whiteville	(910) 642-5093
District 9: Sylva	(828) 586-4007
District 10: Lexington	(336) 956-2111
District 11: Hillsborough	(919) 732-8105
District 12: Mount Holly	(704) 827-7576
District 13: Fairfield	(252) 926-3041

## Let Us Help You!

To learn more about these and other NCFS programs and services, contact your local county ranger (phone numbers on back). They live in your area and can give you expert advice on improving your woodland. The NCFS maintains field offices in nearly all North Carolina counties.

Additional information can be obtained by contacting the NCFS Central Office in Raleigh at (919) 857-4801, or online at [ncforestservice.gov](http://ncforestservice.gov)

[ncforestservice.gov](http://ncforestservice.gov)

Revised March, 2018

N.C. Department of Agriculture  
and Consumer Services  
Steve Troxler, Commissioner





# NCFS County Ranger Office Phone Numbers



Alamance	336-376-3596	Cumberland	910-483-1535	Johnston	919-989-1925	Randolph	336-879-1773
Alexander	828-632-5810	Currituck	252-232-0983	Jones	252-448-5531	Richmond	910-582-7029
Alleghany	336-372-8142	Dare	252-473-2531	Lee	919-775-5214	Robeson	910-618-5540
Anson	704-848-4705	Davidson	336-859-9171	Lenoir	252-520-2400	Rockingham	336-634-3021
Ashe	336-982-2471	Davie	336-751-5319	Lincoln	704-922-0719	Rowan	704-216-8993
Avery	828-766-8043	Duplin	910-289-2735	Macon	828-369-8677	Rutherford	828-286-9201
Beaufort	252-946-3944	Durham	919-560-0562	Madison	828-649-3821	Sampson	910-592-4515
Bertie	252-794-3725	Edgecombe	252-823-8346	Martin	252-792-3183	Scotland	910-276-0455
Bladen	910-588-4861	Forsyth	336-767-7269	McDowell	828-652-2636	Stanly	704-982-5317
Brunswick	910-755-7772	Franklin	919-496-3665	Mecklenburg	980-335-0009	Stokes	336-593-8154
Buncombe	828-686-5885	Gaston	704-922-0719	Mitchell	828-688-9405	Surry	336-356-8177
Burke	828-438-6269	Gates	252-357-0123	Montgomery	910-576-5481	Swain	828-488-1003
Cabarrus	980-335-0009	Graham	828-479-6341	Moore	910-235-0216	Transylvania	828-884-3212
Caldwell	828-757-5612	Granville	919-693-3154	Nash	252-459-7338	Tyrrell	252-796-5841
Camden	252-336-4332	Greene	252-747-3879	New Hanover	910-251-5750	Union	704-233-1437
Carteret	252-728-3793	Guilford	336-641-2406	Northampton	252-534-4741	Vance	252-438-7249
Caswell	336-694-6131	Halifax	252-826-3219	Onslow	910-324-3633	Wake	919-841-4046
Catawba	828-465-8443	Harnett	910-893-4391	Orange	919-732-8152	Warren	252-257-5960
Chatham	919-542-5739	Haywood	828-627-6551	Pamlico	252-745-3775	Washington	252-797-4722
Cherokee	828-837-5426	Henderson	828-891-3957	Pasquotank	252-426-5551	Watauga	828-265-5375
Chowan	252-482-4554	Hertford	252-358-3761	Pender	910-259-7251	Wayne	919-731-2010
Clay	828-389-4190	Hoke	910-875-2808	Perquimans	252-426-5551	Wilkes	336-973-4104
Cleveland	704-487-4954	Hyde	252-926-9201	Person	336-599-5111	Wilson	252-237-0914
Columbus	910-654-4739	Iredell	704-878-4216	Pitt	252-355-9079	Yadkin	336-679-8941
Craven	252-244-0295	Jackson	828-631-9316	Polk	828-894-8020	Yancey	828-682-6788



# FORESTRY Leaflets

July 2012

FM-2

## Selecting and Working With a Consulting Forester

While the N.C. Forest Service and other public agencies can provide free advice and assistance to you for managing your forestland, there are limitations. If you wish to know the value of your timber or how much timber volume you have, a public agency staff person cannot provide this service. Forest owners are encouraged to obtain the services and professional advice of a Consulting Forester.

### Defining and Locating a Consulting Forester

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; and
- Has filed annually an affidavit with the State Board of Registration for Foresters in accordance with state law.

**A list of Consulting Foresters who conduct business in North Carolina is maintained on the N.C. Forest Service Web site [www.ncforestservice.gov](http://www.ncforestservice.gov).**

**You can obtain a list for the entire state, or just for the county where your forestland is located.**

### Services Provided

Consulting Foresters can offer a wide range of services and assistance, depending upon their areas of education, expertise and preferences. Talk with the forester to understand how they may be able to assist you. Note: Consulting Foresters may be able to assist with the preparation of contracts for work on your land, but the contract should be drawn up and executed by an attorney. Consulting Foresters are not allowed to provide legal advice. Some of the more common forestry services offered include:

- Developing and writing a forest management plan or stewardship 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.

Specialized fields of expertise from some consultants may include:

- Christmas tree management
- Estate planning and tax advice
- Forestland and real estate investment
- Pine straw production
- Urban/small woodlot management
- Recreation opportunities
- Ecological services
- Wetlands and stream enhancement or restoration

### **Cost of Services**

The forest owner should execute a written contract when hiring a consulting forester, and any other time a person or company is hired to conduct services on their forestland. The fees charged by a consultant differ according to the consultant's preference or that of the firm which employs them.

Fees may often be based upon:

- Cost of personnel time and expenses to complete the work.
- A lump-sum payment contract for the work.
- A percentage of gross revenue from a timber sale, if the consultant assisted with the sale.

### **Benefits of a Consulting Forester**

Forest management is challenging and can be intimidating even for those forest owners who may think they have a good understanding of how to grow or sell trees. Changing timber markets, regulations, tax law and improved technology in forest management are some reasons to retain the professional advice of a Consulting Forester, even if you think your forestland is 'too small' for a forester to help you with. Consider this: Growing timber to a mature age suitable for harvest takes decades, and a timber harvest may occur only once in your lifetime. In much the same way that most people hire a real estate agent to sell a home, or a stock broker to buy/sell stocks, you should consider the obvious benefits of hiring a Consulting Forester to handle a timber harvest and other forest management activities.

### **How to Select a Forester**

Talk with the forester and meet with him or her. Explain your goals, objectives and desires of owning your forestland. Ask for references of other clients, and make follow-up contact with those individuals. Understand how the forester may charge for services and what educational or professional experience the forester has specific to your needs. The N.C. Forest Service cannot make references or specific referrals to individual consultants, but can provide you with a list of all consultants in your area. The performance and work of a Consulting Forester are not guaranteed by the N.C. Forest Service and no recommendation or sponsorship of any single consulting individual or firm is implied.



*The North Carolina Forest Service is an equal opportunity / affirmative action employer. Its programs, activities and employment practices are available to all people regardless of race, color, religion, sex, age, national origin, handicap or political affiliation. This is a 'print-as-needed' document available at N.C. Forest Service offices and at [www.ncforests-service.gov](http://www.ncforests-service.gov).*



North Carolina  
Forest Service

# FORESTRY Leaflets

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## Benefits of a Woodland Plan

If you're like most woodland owners, you know the sense of pride you gain from being a good steward of your land. But you may not realize that your woodland property could be working harder for you and your family, providing more of the benefits you value most. It all starts with a plan! Prepared by a forester or other resource professional and customized for your unique property and interests, your woodland plan is an essential roadmap for going forward. Consider the following advantages of seeking the advice of forestry professionals in planning for the care of your woodland property.

### Property Tax Savings

Since 1974, North Carolina woodland owners have been eligible for deferment of property taxes through the State's forestry present-use value program (PUV). To be eligible, qualified woodland of 20 acres or more must be actively engaged in the commercial growing of trees under sound management. A written forest management plan (also known as a woodland plan) is a program requirement. For many landowners, the savings in first-year property taxes are more than enough to cover the cost of the woodland plan. For example, a 22-acre tract in the N.C. Piedmont has a market value of \$4,000 per-acre, whereas its forestry valuation is \$325 per-acre, resulting in 90 percent or more in tax savings annually.



### Cost Share Assistance

Some forestry practices, such as tree planting require up-front investments. Cost share funding can lower these out-of-pocket expenses. A woodland plan is a requirement to be eligible for most government cost share programs. Utilizing these programs can nearly double the overall return of your forestry investment vs. paying for the full cost by yourself.

### Income Tax Savings

Your plan may include guidance on establishing your timber basis (used to determine taxable gains from the sale of timber), reforestation tax deductions and estate planning that can result in significant tax savings. Fees for professional assistance, including costs associated with woodland plan preparation, are a deductible business expense.

### Income Generation

Your woodland plan can help focus your financial resources so your woodland management activities and timber harvest practices are linked to your long-term vision for your property. The plan will provide guidance on when to harvest, methods to harvest by, and strategies for regenerating your trees so you can increase the return on your investment.

## Improved Wildlife Habitat

Forestry and wildlife management are often compatible and even mutually beneficial. Woodland management activities such as tree planting, thinning and timber harvesting can be tailored to meet specific habitat requirements for game and non-game wildlife.

## Your Plan Opens Doors to Professional Forestry Guidance

A woodland plan is a living document that can help you in achieving your short and long-range goals, including leaving a legacy for your family. Woodland plans typically include lists of forestry professionals and service providers who can help you implement the recommendations in the plan. The first step in developing a sound plan is to seek professional advice.

Studies of Southern woodland owners reveal:

- “Most family forest owners have a deep love for their land and a strong desire to do “what is right,” but they need help in knowing what their options are and what is best for them and their woods.” (Butler 2008)
- Landowners who receive professional forestry assistance are more likely to have commercially harvestable timber, improved wildlife habitat, have planted trees and reduced wildfire risk. (Butler 2013)
- Even in the most conservative case, landowners assisted by a forester received 58 percent greater returns from timber sales than landowners conducting their sales without any forestry assistance. (Cubbage et. al. 1996)

Landowners have several sources to turn to for assistance in developing woodland plans, including private consulting foresters and natural resource professionals in both the public and private sectors. One option includes the North Carolina Forest Service, an agency with a long and successful history of providing woodland plans to North Carolina landowners. Whether you choose the North Carolina Forest Service or another forestry professional to prepare your woodland plan, our foresters and rangers stand ready to assist you.

## Related resources:

N.C. Forest Service [http://ncforestsERVICE.gov/Managing\\_your\\_forest/managing\\_your\\_forest.htm](http://ncforestsERVICE.gov/Managing_your_forest/managing_your_forest.htm)

Consulting Foresters List, N.C. Forest Service  
[http://ncforestsERVICE.gov/Managing\\_your\\_forest/consulting\\_foresters.htm](http://ncforestsERVICE.gov/Managing_your_forest/consulting_foresters.htm)

N.C. Association of Consulting Foresters <http://www.acfnc.org/>

Extension Forestry at NCSU <http://forestry.ces.ncsu.edu/forestry-management/>

N.C. Tree Farm Program <https://www.treefarmssystem.org/north-carolina>

Natural Resources Conservation Service, NC <http://www.nrcs.usda.gov/wps/portal/nrcs/site/nc/home/>

*This leaflet was prepared in partnership with Extension Forestry at North Carolina State University*



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**NC STATE UNIVERSITY** College of Natural Resources