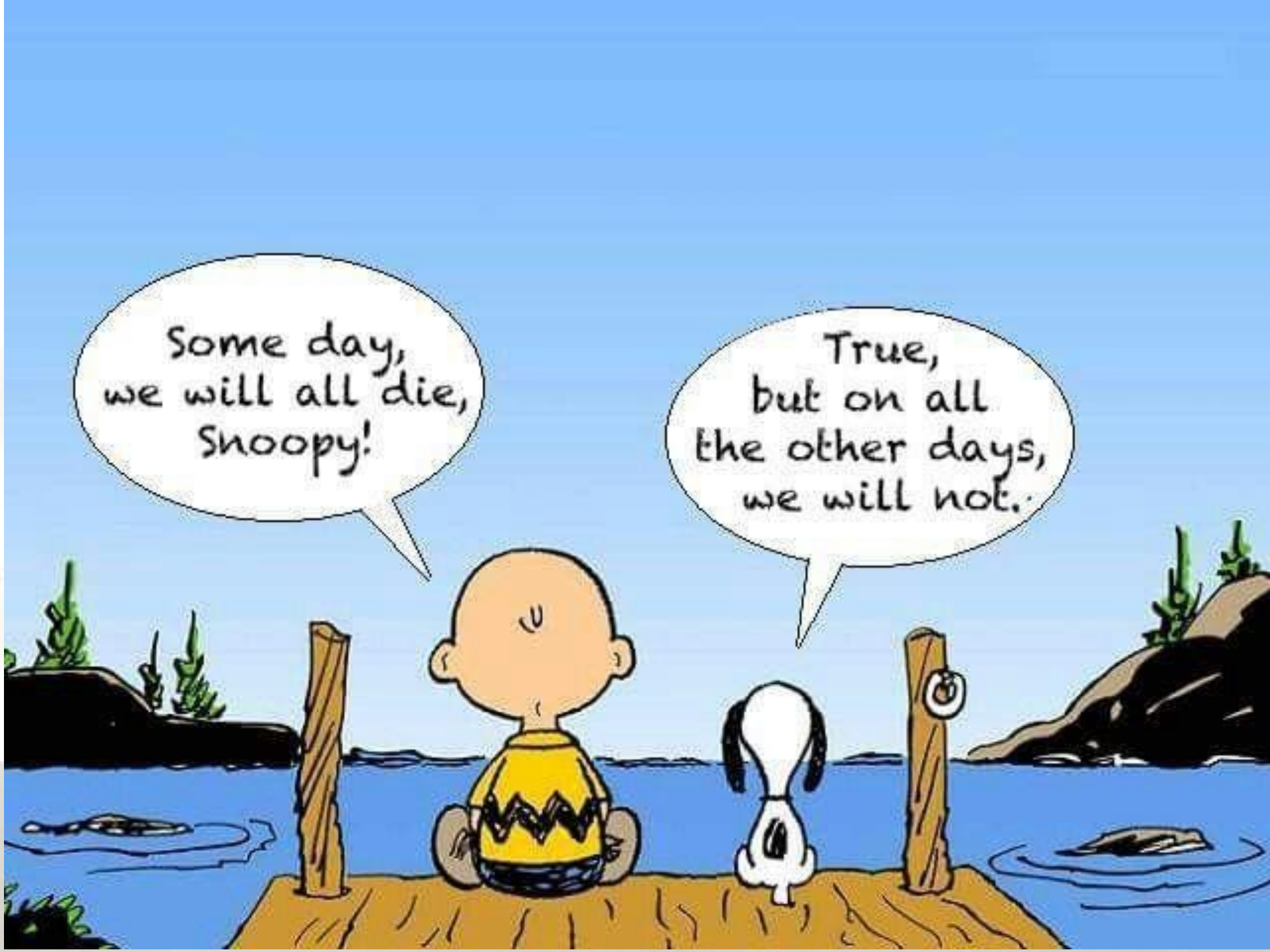


Instigate Inspire Inform (& equip)



Adam Downing
Extension
Forestry Agent,
Northern
District



Some day,
we will all die,
Snoopy!

True,
but on all
the other days,
we will not.

What will be
your....

Legacy



Working on my Legacy



This is not fun... AND it is important!

For the resource

- Acres & Dollars & Services

For your family

- Your land as an heirloom?
- Transferring values



Passion

Preparation

Planning

Thought - this might
Herndon, Virginia,
April 1, 1968.

Dear Charlie: *be of interest to you. Thanks* *Russell Woodson*

Your Aunt Grace and I were very much interested in your letter, particularly in what you had to say about the old home place.

We think that it is very fortunate that you got possession of the place. At the time your grandfather died, it was very much run down, and property had a very low value even when it was in good condition. Some of the family wanted to sell it and divide up the proceeds, I believe. If they had done so, nobody would have got enough to bother about, and the place would have been snapped up by some of the farmers in the neighborhood. It would have been a great mistake. Now the place can stay in the Woodson name for at least a couple of generations more.

Your father and his brothers undoubtedly looked on the place as little more than back-breaking work and grinding poverty. All of them could never have made a living on it, so it was inevitable that they all should hunt better opportunities elsewhere. By the time any one of them was in a position to buy the place, none of them was particularly interested in bringing it up to profitable condition.

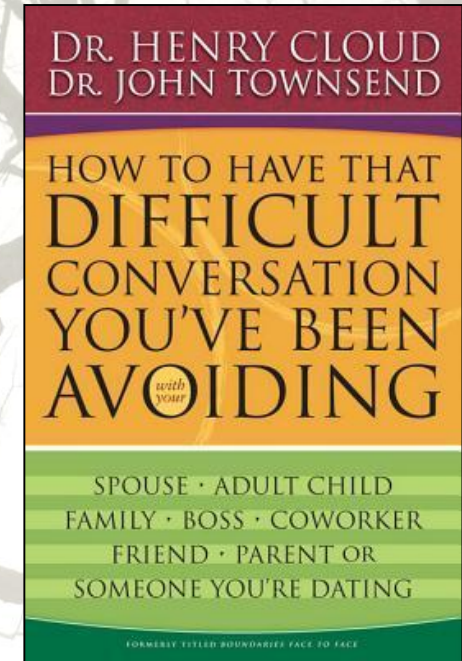
When you think about it, it is somewhat curious how few boys there were in your father's family or in those of any of his brothers. Morris had several, I believe, but I never knew any of them. Outside of those, you and "little" John are the only ones. The girls in a family generally grow up and marry, and then they are gone. But among the girls in your family,

I think history shows us that the stability of any nation depends on the existence of a large body of property owners who love their land. That is what they had in old England, and the men who set up an independent nation on this continent were people of that kind. These apartment dwellers who constitute the biggest part of our cities know little and care less about anything except their own pleasure. It takes property owners to make a real nation. All this is part of the reason why we are glad you care enough about the place to do what needs to be done there.

Come over and see us some time.

L. J. B. Wilson *OK*
The love of this property is immense *Cousin*

- Land Management Plan
- Start talking
- Start collecting INFO
 - Land assets
 - Estate Overview



Worksheet 1 — Forest Property and Estate Overview

Property information

Address/Location:

County:

Acres total:

Last appraised value of property:

Date of last appraisal:

Estimated current value:

Holder of title(s):

Amount owing:

Amount of standing timber:

Year of most recent cruise:

Distance from nearest incorporated city

Distance from nearest population center (50,000+)

Zoning:

Is there a management plan?

General manager:

Employees:

Contractors:

Neighboring uses

Documents and records on hand

Acresage total

Parcel	Acres	Tax lot	Zoning	Date acquired	Current value	Basis

Forest land (total acres)

Merch. timber	Pre-merch.	Plantations < 10 yr.	Understocked	Other

Harvest history

Year	Stumpage value (\$/MBF)	Volume (MBF)	Value

Worksheet 1 — Forest Property and Estate Overview (continued)

Planting history

Year	Parcel	Acres	# of Seedlings

Roads

Year	Parcel	Length	Cost	Contractor

Rental

Parcel	Tenant	Rent

Buildings and equipment

Item	Value

Other

Asset	Bank or company	Account number	Amount

Total estate value

Total	

- Land Management Plan
- Start talking
- Start collecting
- Keep talking AND Listening!





A process of discovery

- Long-range goals of each spouse
- What major barriers
- Immediate goals
- Joint long-range goals
- Identify problems to solve

10 Steps

1. Spouses agree and write down goals, for property AND family
2. Discuss with family
3. Create a family business to own & manage the land
4. Regular family meetings (business & passion)
5. Set family employment policies before hiring family members



10 Steps

6. Discuss and write down important decisions
7. Create non-financial reasons for the family to keep the property
8. Get your kids/grandkids to work and play
9. Create a governance structure that will survive your passing
10. Have fun!

From: Ties to the Land: Your Family Forest Heritage. Oregon State University.



What idea(s) do you have for:

1. Broaching this topic with your heirs?
2. Increasing engagement with the family property?



Family Meeting Guidelines

- Written agenda, circulate prior
- Neutral site
- Consider using a trained facilitator
- Invite spouses?
 - Business meeting
 - Social hour



Family Meeting Guidelines



- Rule: Treat each other as adults
 - Ice-breaker to get to know each other
- Cover travel expenses
- Invite one or more of the successional team
 - Forester, Attorney, CPA
- Share your dreams, invite their dreams.



You can do this!

Now a word to *the pros...*



Good & Bad news

Good

- We don't have to know much.
- We are subject matter experts, but not on this subject.

Bad

- Gotta get out of our comfort zones.
- People are messy and families even more so.



So what can we do?

INSTIGATE!



How...

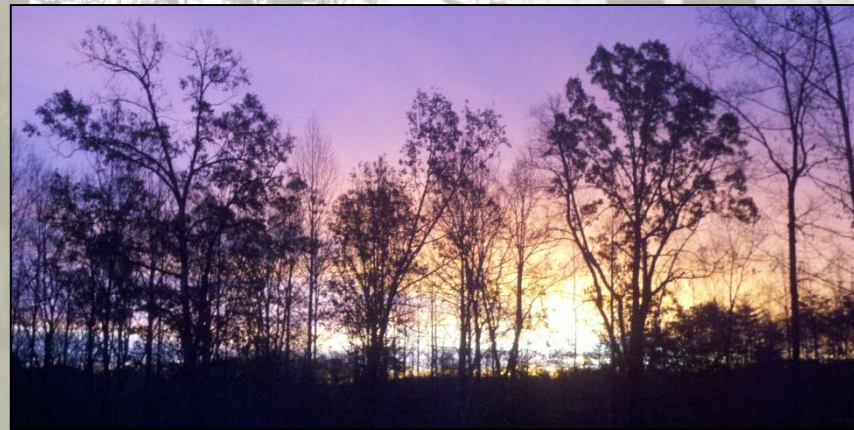
Ask a question (or two)

- What are your thought for the future of this place?
- Are you children interested in this place?
- What do you want to happen with this property?
- How do you envision this property in 100, 200 years?



What you might hear

- *I have a will that will take care of my estate.*
- *I'm only 60, I've got plenty of time...*
- *It's too expensive.*



Planning “Strategies” Often Used

- Pass the Buck
 - “I’m going to let my kids take care of it”
 - “After I die it will be my kids’ problem”
- Paperless Trust
 - Trust the kids to do the “right thing”
- Rationalization/justification
 - “I don’t need one because...”
 - Real or imagined exigencies

$$NP + NC = MSU$$

Probably guarantees that all or at least a portion of the property will be removed from family ownership and Ag/forest land use.

Recommend professionals

- Help them build the team...
 - Estate planning attorney
 - Accountant/CPA
 - Financial Advisor
 - Forester or other natural resource/conservation professional

What will be
your....

Legacy

Do you think this is important?

Do you know your clients?

Do they have children?

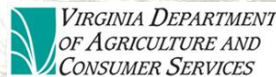
What do they want for the children?

What do the children want?



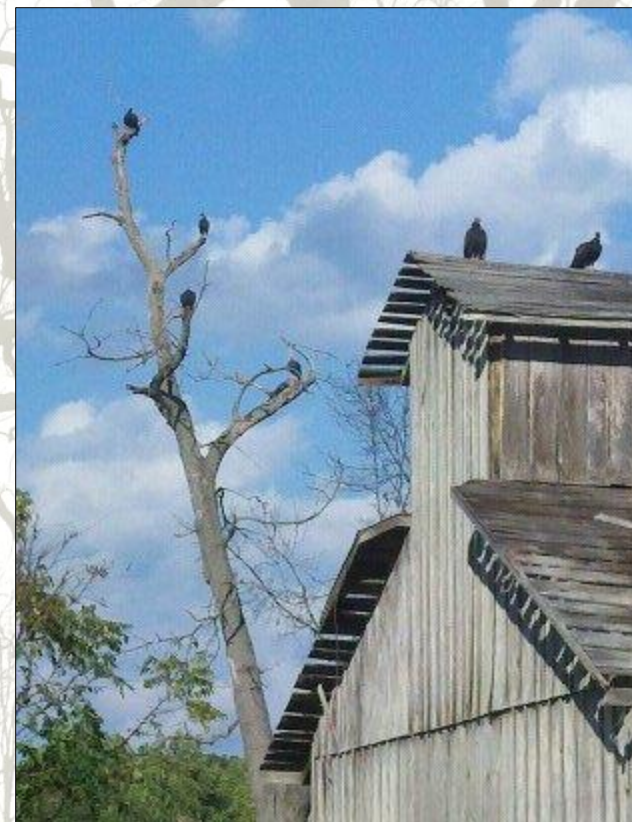
Inquire & Inspire

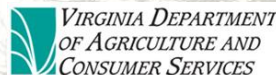
*People don't care how
much you know until
they know how much
you care.*



Success...

- 8 courses, 235 individuals, representing 163 family units
- 79% increased likelihood property would stay in the family
- 80% increased likelihood property would stay in woodland





- 6 month follow-up surveys, 80% begun planning
- **Estimated average family savings of \$450,000**
- 74,000 acres of land expected to remain open and family owned





You can do this!

<http://tiny.cc/vagennext>



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