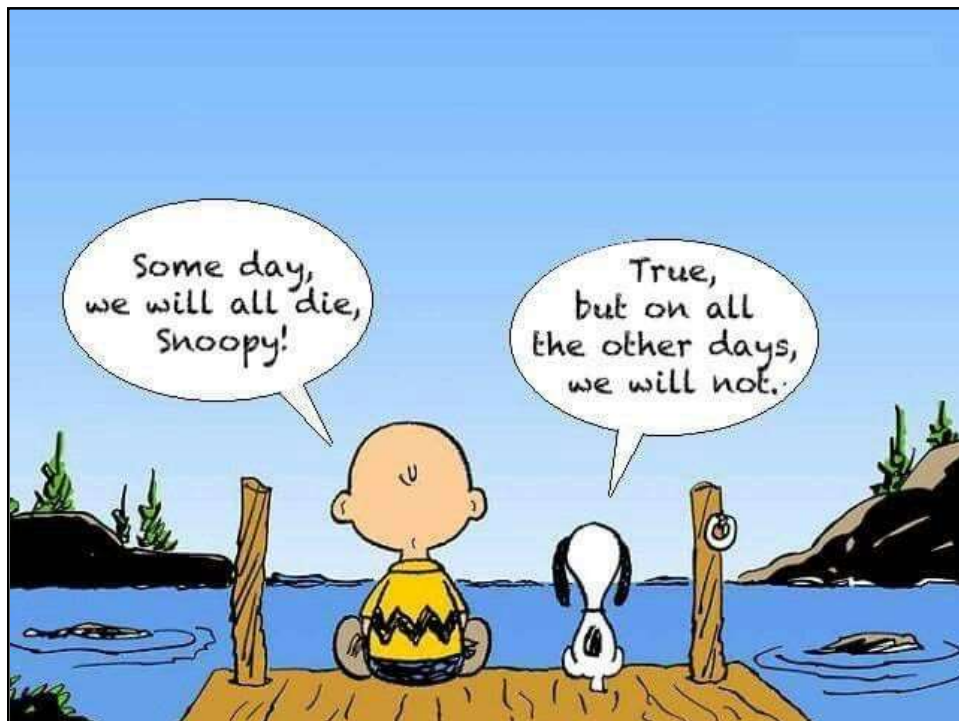


# Keeping Land Intact, In forest & In Family

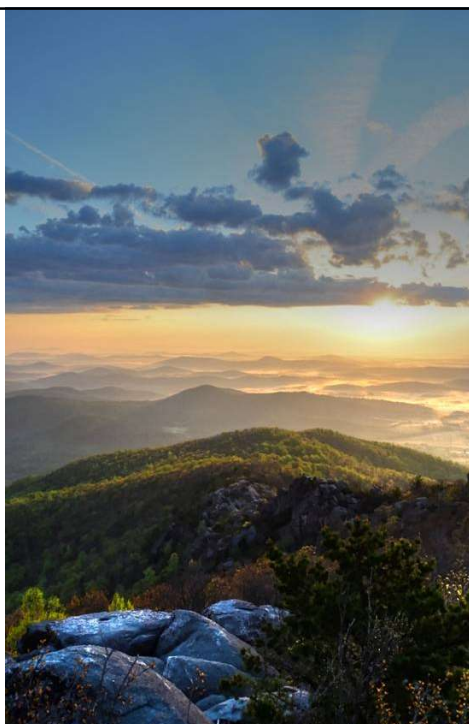


Adam Downing  
Extension Forestry Agent  
Northern District



What will be  
your....

# Story



**Passion**

**Preparation**

**Planning**

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

For your family

- Your woods as an heirloom?
- Transferring values


For the resource

- Acres & Dollars & Services

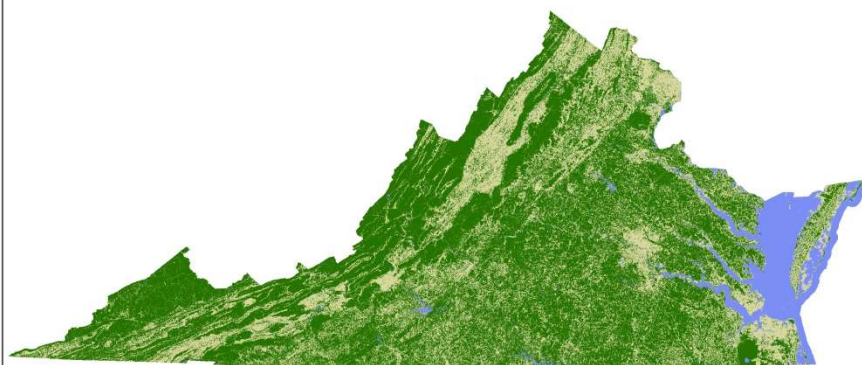


Passion	Preparation	Planning
	<ul style="list-style-type: none"> <li>• Forest Management Plan</li> <li>• Start talking AND listening</li> <li>• Start collecting               <ul style="list-style-type: none"> <li>– Forest Property</li> <li>– Estate Overview</li> </ul> </li> </ul>	

Passion	Preparation	Planning
		<p>What idea(s) do you have for:</p> <ol style="list-style-type: none"> <li>1. Broaching this topic with your heirs?</li> <li>2. Increasing engagement with the family property?</li> </ol>



## Virginia's Forestland Base



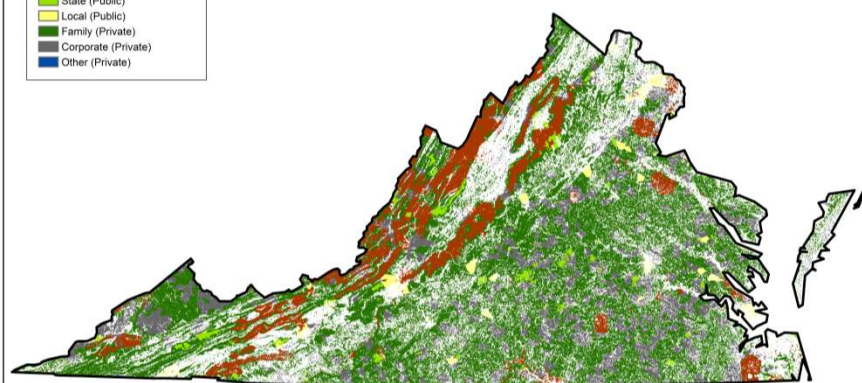
**15.9 million acres  
~ 62% forested**

Source: USDA Forest Service FIA

## Forest Ownership in Virginia

**Forest Ownership Type**

- Federal (Public)
- State (Public)
- Local (Public)
- Family (Private)
- Corporate (Private)
- Other (Private)



Data Source: Hewes et al. 2014



0 50 100 200 Miles



## Value of Virginia's Forests

### *Timber Industry*

- \$17.2 billion
  - 2% of GDP
- 104,000 jobs
  - 1 in ~40 workers
- \$1 in stumpage =  
\$41.82 value added

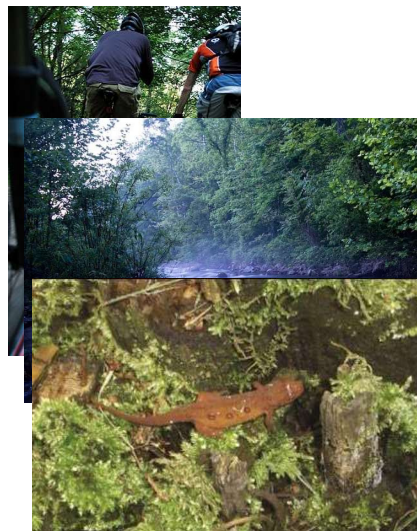


*The Economic Impacts of Agriculture and Forest Industries in Virginia*  
UVA Weldon Cooper Center, June 2013

## Value of Virginia's Forests

### *Non-market Services*

- Recreational impact
  - \$2.4 billion
- Ecosystem services
  - \$6.4 billion
- Pied Env. Council Report
  - \$16 billion







## Family Forests Becoming More Fragmented

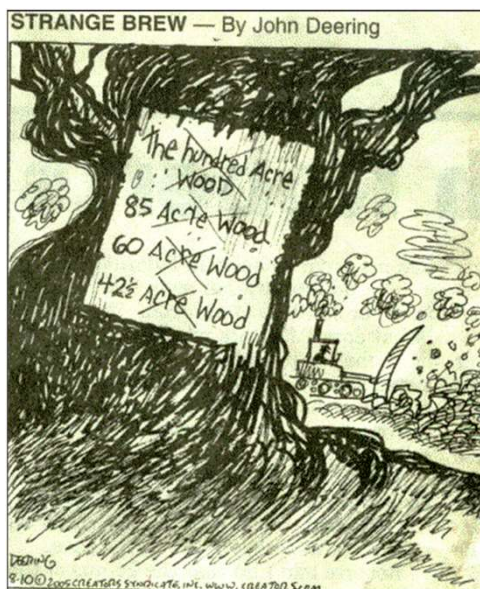
### ■ LESS THAN 100 ACRES:

- 95% of ownerships
- 47% of acreage

### ■ Average size:

- Parcel: 27 acres
- Ownership: <75 acres

Source: National Woodland Owner Survey



## Forest Parcelization


- Division of large, contiguous forest tracts into smaller properties
  - Two biggest drivers:
    - Estate disposal
    - Increasing property taxes



## Success...

- 11 courses, 283 individuals, representing 192 family units
- 79% increased likelihood property would stay in the family
- 84% increased likelihood property would stay in woodland





- 6 month follow-up surveys, 85% begun planning
- **Estimated average family savings of \$450,000**
- 98,500 acres of land expected to remain open and family owned

