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## Quarterly Management Calendar

**October:**

- Conduct site prep burns
- Coordinate reforestation plans
- Ensure your boundaries are clearly marked prior to hunting season
- Archery deer season begins 1<sup>st</sup> (MS), 15<sup>th</sup> (AL)

**November:**

- Conduct site prep burns
- Coordinate reforestation plans
- Firearms deer season begins November 22<sup>nd</sup>

**December:**


- Enjoy hunting
- Get your shopping done
- Merry Christmas and Happy New Year!

## The Hunter Games

*It's the start of hunting season, so we thought we'd have some helpful information for our hunters in this issue...*

Check with each state for specifics. Not all counties are the same.

<b>ALABAMA</b>	
Deer/bow	Oct 15 – Jan 31
Deer/muzzleloader	Nov 17 – 21
Deer/rifle	Nov 22 – Jan 31
Turkey - no decoys	Nov 22 – 30
Turkey (select counties)	Apr 1 – 30
<b>MISSISSIPPI</b>	
Deer/bow	Oct 1 – Nov 21
Turkey (select counties)	Oct 15 – Nov 15
Deer/primitive weapon	Nov 10 – 21; Dec 2 – 15; Jan 22 – 31
Deer/Gun (with dogs)	Nov 22 – Dec 1; Dec 24 – Jan 21
Deer/Gun (without dogs)	Dec 16 – 23
Turkey	Mar 15 – May 1
<b>TENNESSEE</b>	
Deer/bow	Sept 27 – Oct 24; Oct 27 – Nov 7
Deer/muzzleloader	Nov 8 – 21
Deer/rifle	Nov 22 – Jan 4
Turkey	Apr 4 – May 17

 Footnote: For all of us who took friends snipe hunting in high school, it seems there really is a snipe, and you can shoot them from November 14 thru February 28. No longer do you have to chase them into paper bags!

## To Lease, or Not To Lease

Many of our clients ask us to find a qualified club or individual to lease the hunting rights on their property. There are several reasons why leasing your hunting rights can make sense:

**Money** – the proceeds from a hunting lease are typically enough to pay annual property taxes, plus some for incidental expenses. You won't get rich, but every bit helps.

**Protection** – when we negotiate leases on behalf of our clients, we stipulate that the tenant must have insurance. To make sure, Growing Assets carries a hunting liability insurance policy that covers our company, our landowner/ clients, and the hunting club. The cost of the insurance is usually paid by the hunting clubs.

**Stewardship** – hunting clubs post boundary lines, maintain roads, and keep the property under locked gates. They plant food plots for wildlife and foster wildlife populations. A well-managed hunting property has significantly more value in the market than one with no hunting management history.

**Knowledge** – hunting clubs are our eyes and ears. After trees are planted, there's not much to do on a particular property so it may be months or years between visits to a client's land. In the meantime we encourage clubs to let us know about illegal dumping, insects, erosion, boundary line encroachments, trespassing, and fires. They also let us know when they have cookouts. That's a bonus.

**Timber Markets****Hot or Not?**

Pine pulpwood (NOT) – Not much change since the last newsletter. Abundance of supply, high mill inventories and limited markets are keeping prices low. Expect prices to remain low until wet weather this winter starts to lower delivery to the mills. Lowest prices are in northwest Alabama, not as bad as you leave the traditional drain area of the IP mill at Courtland.

Hardwood pulpwood (NOT) – Much like pine, abundance of product is keeping prices relatively low. Expect prices to respond quicker to wet weather as the demand from outside our area increases pressure this winter.

Pine sawtimber (NOT) – Still below what we consider “green light” conditions, but the slowly recovering housing market continues to bring back demand. It’s a snail’s pace, but the snail is moving in the right direction.

Hardwood sawtimber (HOT) – Still the bright spot in the timber markets. Demand for lumber and cross ties continues to be strong, but so many landowners have taken advantage of the good conditions that most mills have very good inventories. Market timing is still critical to make sure your timber is offered for sale when the markets have room for it.

**What Is A Buyer’s Broker**

The traditional role of real estate brokers and agents is to sell property for a client. Almost as often though we are asked to buy property for a client (as a buyer’s broker). Most people aren’t as familiar with the process, so here’s how it works.

The first thing to do is to sit down with the buyer/client and list everything they want. We know that no property is going to have everything on the list, but write it down first, then prioritize later. Just a few things to consider:

- Where does the land need to be?
- What should it be close to?
- What will it be used for?
- How big does it need to be?
- What is the budget?
- Does it need power and/or water?
- Does it need public road access?
- Does it need to have any structures, or a building site?
- Are esthetics important?
- Will it be used for recreation?
- Does it need to be managed for wildlife?
- Does it need to have timber, and if so what type and how old?
- Does it need to be flat, or can it be hilly?
- Does it need to have a creek, or a lake?
- Is it purely for investment?
- When does it need to generate income?
- What rate of return is expected?
- How much risk is acceptable?

Being in the middle of the forestry and timberland business means we know where to look to find land for sale; and we look at land; lots and lots of land. We call this “toad kissing”, as in you have to kiss a lot of toads to find a princess. Any property for sale, or that could be for sale is assessed. Usually the assessment is rather quick, but for land that shows promise we go deep in the details. Sometimes a timber appraisal or developing a broker’s opinion of land value is needed. These assessments are not appraisals; they are a professional forester’s analysis of timber performance combined with a broker’s opinion of bare land value. If an appraisal becomes necessary, we recommend several appraisers to choose from.

Since we are looking for land that we will eventually manage for a client, our team is keenly aware that any opinion we give is going to be tested. We don’t guarantee performance, but if we say that the timber should return 10% per year over its life we know that sooner or later we and the client will know if we were right. This is a responsibility that other real estate professionals don’t have. It’s also one we don’t take lightly.

**Can we really use that many crossties?** There are 140,000 miles of rail in the US. Each mile uses about 3,000 crossties. 23 million crossties are replaced each year. A crosstie lasts about 20 years. If a good acre produces 100 crossties, 230,000 acres need to be harvested each year to keep up. Sound like a lot? Keep in mind that the average Alabama county has 500,000 acres in it.

**Jerky** *an Alton Brown recipe... a great energy food for the hunter*

Place **2 lbs deer meat** in freezer for 1 hour ; then slice w/the grain as thin as possible.  
 Mix brine ingredients: **2/3 c Worcestershire sauce, 2/3 c soy sauce, 2 tsp black pepper, 2 tsp onion powder, 1 tsp liquid smoke, 1 tsp red pepper flakes, 1 Tbsp honey** in a re-sealable plastic bag.  
 Place meat strips in brine & distribute marinade; seal bag, working out as much air as possible.  
 Lay bag flat & refrigerate for 3-6 hours.  
 Remove meat from brine & drain on cooling racks. When dry, place in a dehydrator with fan set to medium. Leave overnight or for at least 12 hours **OR** heat oven to lowest setting and use a blob of foil as a wedge to hold door ajar and oven-dry overnight.  
 Store in zip-top bag or jar in cool dark place for 30 or so years or until fuzzy stuff starts to grow.



**Real Estate Listings**

See more of our listings at [www.naturalrg.com](http://www.naturalrg.com)



VPS01 – Marshall County, Alabama  
 51.36 acres - \$4,711 / acre  
 Beautiful fenced pastureland  
 7 ac. of timber to provide shade  
 Quaint watering pond



OLC01 – Perry County, Tennessee  
 244 acres - \$890 / acre  
 Excellent hunting opportunity w/  
 great interior network of roads  
 3 year old loblolly pine plantation



JBH01 – Marion County, Alabama  
 83.20 acres - \$995 / acre  
 Hidden gem w/ easy access from paved roads  
 Many building sites  
 Beautiful panoramic views of gently rolling timberland  
 Great place to build and for recreation



SRT209 – Lauderdale County, Alabama  
 160 acres - \$1,095 / acre  
 Abundant hunting, fishing, and investment opportunities  
 10 minutes from nearest boat ramp on TN river  
 Rustic barn and mobile home alongside a stream  
 Broker / Co-Owner

**GOT LAND?** We probably have a Buyer. Got young pine? We probably have lots of buyers.



## GROWING ASSETS™

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### ***WE WANT TO KEEP YOU INFORMED!***

If your address changes give us a call or email us at [info@naturalrg.com](mailto:info@naturalrg.com) and we'll update our records.

### **Who We Are**

**Growing Assets, LLC** does just that. Your timberland is one of the best investments out there. We manage that investment to make it even better. If it needs to be done, we do it.

**Natural Resources Group, Inc.** specializes in timberland real estate. We not only represent Sellers as their agent, but we just as often represent Buyers who are looking for timberland to purchase. Being foresters as well as real estate professionals, we are uniquely qualified to see the forest investment in the trees.

## **Timberland – An Alternative Investment**

No doubt everybody getting this newsletter understands the need for retirement planning. Most either use or are familiar with IRAs and 401Ks. Most also accept that these investments are usually funded with stocks and mutual funds. But do they have to be? For a growing number of investors, the answer is no. The simple fact is IRS rules do not prevent “non-traditional” or “alternative” investments being used in IRAs and 401Ks. These alternative investments can be rather diverse and include real estate (as in timberland), private equity, promissory notes, precious metals, foreign currencies, even cattle and royalty rights.

Investments such as collectables and life insurance are excluded, and the IRS has strict rules that state your IRA retirement plan can't conduct transactions which benefit you, your business, your beneficiaries or other disqualified persons. There are plenty of companies that specialize in holding these “non-traditional” assets for retirement plans and can be very helpful in explaining all the ins and outs. Our clients (and that includes us) have been adding diversity and balance in their IRAs and 401Ks by including timberland in their portfolios. If you're interested give us a call for more information.

### **EDITORIAL NOTE:**

Those of you living in parts of Colbert, Franklin, Lawrence, Lauderdale, and Marion counties are likely well aware of the Alabama Senate District 6 election. Because ideas matter, and because politics should be no place for politics, we are enthusiastic about Dr. Larry Stutts candidacy in that race. For information about his platform, visit [www.stuttsforsenate.com](http://www.stuttsforsenate.com).

