

# FLORIDA LAND STEWARD



A Quarterly Newsletter for Florida Landowners and Resource Professionals

FALL/WINTER 2020 - VOLUME 9, NO. 4

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## South Prong Plantation Nationally Recognized with the Private Lands Fish & Wildlife Stewardship Award

By Ginger Morgan, Florida Fish and Wildlife Conservation Commission

Each year, an individual or family-run farm, ranch or forest land that has incorporated proactive conservation practices and exhibits outstanding stewardship of fish and wildlife resources is recognized by the Association of Fish and Wildlife Agencies (AFWA). This year, the AFWA Awards Committee selected Florida landowner, Mr. Doug Moore and the South Prong Plantation for the 2020 National Private Lands Fish & Wildlife Stewardship Award.

Mr. Moore was formally recognized in a ceremony on September 14<sup>th</sup>, 2020 during AFWA's annual meeting. The ceremony was attended by leaders of wildlife agencies who together represent the

advancement of sound, science-based management and conservation of fish and wildlife and their habitats across North America. Mr. Moore received this nomination alongside similar conservation lands across the United States and Canada. Among the candidates, South Prong Plantation stood out as a working, multi-use, timberland operation that encompasses 5,895 acres of owned and leased lands within the Ocala to Osceola Wildlife Corridor in Baker County. Although Mr. Moore purchased the initial 2,400 acres as a timberland investment almost two decades ago, his ultimate satisfaction lies in the

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An Equal Opportunity Institution.



Doug and Teresa Moore have been recognized nationally by the Association of Fish and Wildlife Agencies (AFWA) for their outstanding stewardship of fish and wildlife resources on their South Prong Plantation property in Baker County, Florida. Photo by Mike Branch.



(L) Prescribed fire enhances the habitat value of the forest and reduces wildfire risk. Photo by Camilla Guillen. (R) Unique plants like Chapman's fringed orchid benefit from the regular use of prescribed fire on South Prong Plantation. Photo by Ginger Morgan.

area's conservation so he can provide wildlife habitat, recreate, and teach others how to be better land stewards.

South Prong Plantation is actively managed by Mr. Moore and his wife Teresa, along with assistance from family, neighbors and friends. Mr. Moore strives to be a steward of

fish and wildlife resources and guides his management decisions to their benefit. White-tailed deer, fox squirrel, wild turkey, Northern bobwhite quail, and Florida black bear are known to frequent the property. When managing deer, Mr. Moore aims to maintain a healthy, high quality deer herd within carrying capacity using adaptive

deer harvesting techniques and an extensive system of year-round food plots.

Since he understands the importance of deer conservation, Mr. Moore works cooperatively with the Florida Fish and Wildlife Conservation Commission (FWC) to

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(L) Longleaf pine forest restoration is an important part of wildlife habitat management at South Prong. Photo by Mike Branch. (R) Landowners, foresters, and natural resource professionals enjoy a tour at South Prong Plantation in fall 2018. Photo by Mike Branch.

provide tissue samples for monitoring the presence of chronic wasting disease, which has not yet been found in Florida. In addition to active management of wildlife, Mr. Moore is involved with the protection of several endangered plant species, including the Chapman's fringed orchid (*Platanthera chapmanii*) which has benefited through his use of prescribed fire on the landscape.

Doug is an avid outdoorsman who has willingly given back to both the public and the natural environment. Mr. Moore works passionately to bring fellow landowners together by hosting multiple workshops and field tours that cover topics such as prescribed fire, food plots, forest health, and habitat management. Mr. Moore eagerly shares his passion about the conservation value of his property by providing educational opportunities to others such as hosting hunter safety education classes, organizing introductory hunts for both youth and women that teach sound ethics, and encouraging outdoor skills development to

organizations that include the Boy Scouts of America, the University of Florida, and local 4H groups. He serves as an invaluable community mentor by moving local landowner-led conservation initiatives forward through his work with the North Florida Prescribed Burn Association and the Baker County Landowner Group.

The FWC has worked closely with Mr. Moore over the years as part of the agency's Landowner Assistance Program (LAP). Doug's attention to the needs of the forest and its natural inhabitants has paid great dividends in the overall quality of the land and recreation. "Private lands are critical for Florida's native wildlife and the efforts of landowners like Doug should be celebrated," said Eric Sutton, Executive Director of the FWC. "His contributions are a great example of the important role private landowners play in conserving Florida's habitats and wildlife populations for future generations to enjoy."

"I am honored to receive this national award. I thank all the forest and wildlife agencies, friends and family that made it happen," said Moore. "It has always been a passion of mine to own a large timber property that I could manage, share and introduce others into learning more about our great outdoors. I am living my dream." Congratulations to Mr. Moore! This award serves to recognize everything South Prong Plantation contributes to wildlife habitat and teaching land stewardship to our future generations.

If you are interested in improving your land for wildlife, the FWC LAP is available to guide private landowners with habitat management practices and connect to financial assistance programs that will maximize benefits to wildlife and people. To learn more about the LAP or find resources for managing wildlife on your property, check out FWC's "Wildlife and Habitat Assistance" section at [MyFWC.com/LAP](https://www.fwc.com/LAP) or call your FWC Regional Office and ask to speak to a LAP biologist.

## Congratulations Zach Butler: 2020 Glen Harris Florida Tree Farm Inspector of the Year

By Greg Marshall, Florida Forest Service

Zach Butler started with Florida Forest Service (FFS) as Madison County Forester on June 1st, 2018 after graduating from the University of Florida in May of that year. While a student at the University of Florida, he was on the Crew (rowing) team which took hard work and dedication. This ethic has carried over to his work with the FFS. He became an American Tree Farm System inspector and immediately started completing Tree Farm inspections in his county. While assisting landowners and completing inspections, he has been proactive in discussing the benefits of the Tree Farm Program with them. Zach completes his work and inspections with a sense

of urgency, while quickly and accurately reporting back to the Florida Tree Farm Program committee, so there is no follow up needed on the status of his inspections.

Zach has been an excellent team player, assisting other Tree Farm inspectors and becoming involved on the Florida Tree Farm Program advisory committee. He took an active logistical role with visiting sample certified Tree Farms in Florida during the 2019 Program assessment. He also nominated the 2020 Jon Gould Memorial Florida Outstanding Tree Farmer of the Year, and assisted in circulating information about the candidate to all parties

in the judging process. Zach has built a trusting relationship with the landowners and communities of Madison County, allowing him to increase the number of Tree Farmers and Stewardship Forests in the county. His continued hard work in Madison County benefits forest landowners, the FFS, the Tree Farm Program, and all the Program partners.

This award was formally presented to Zach in the Florida Tree Farm Program's video featuring the 2020 Jon Gould Florida Tree Farmer of the Year presentation at Ashley Farms: <https://www.treefarmssystem.org/florida-awards>.

# ACF Consultant Corner: Win without Losing – Using Economic Analysis to Compare Management Options

By John Halvorsen, Association of Consulting Foresters

Timberland owners often ask themselves “what timber products should I be growing to make the most money from my investment?” These and many other questions come up when a landowner thinks about his property and wonders how to make the best decision. In Florida, landowners have the benefit to choose from a variety of forestry consultants within the Association of Consulting Foresters (ACF) who can use their expertise to help landowners answer their questions. ACF members must meet minimum education and experience levels, complete the Practice of Consulting Forestry course, and most importantly, agree to adhere to the organization’s stringent Code of Ethics. ACF members help landowners enhance property values, increase the value of timber, produce a more sustainable timber harvest, enhance wildlife habitat, and establish and protect your family’s forest legacy.

Let’s take a look at a situation a landowner might face in Florida. This landowner has a stand of planted slash pine that is 18 years old and was planted at 650 trees per acre. He or she has called an ACF consultant and asked the question, “should I clearcut my pines now or should I let the stand grow?” Since most landowners harvest timber infrequently, maximizing the return is critical.

In the Table 1, we have a couple of options the consultant has provided for the landowner. In this example some historical prices and costs were used. Your answer could be totally different from the one shown here since the productivity of the site could be higher or lower, the number of planted pines and species are different, or the soils could be different as well. All of these factors come into play to determine the yield per acre.

One option that the landowner chose was to clearcut the slash pine stand at age 18. The consultant chooses an option of thinning at age 18 and a clearcut at age 26. In both options we will use site preparation and planting costs totaling \$380 per acre. Annual costs are \$20 per acre. Current product prices that the landowner will net are \$18 per ton for pine pulpwood, and \$23 per ton for pine chip-and-saw.

**Option 1:** The 18 year-old stand yields 100 tons per acre. 95% of the stand will be pine pulpwood and 5% will be pine chip-and-saw. Using the product prices mentioned above, the clearcut will generate \$1,825 per acre.

**Option 2:** The thinning and clearcut option will generate two revenues eight years apart. The thinning at age 18 will remove one-half of the timber volume or 50 tons per acre which will generate \$900 per acre. The remaining 50 tons per acre will grow, and at age 26 is estimated to yield 95 tons per acre. 40% of the volume is pine pulpwood at age 26 and 60% is pine chip-and-saw. Applying the same product prices will generate \$684 of pine pulpwood and \$1,311 of pine chip-and-saw for a total of \$1,995.

Table 1. Associated Incomes and Costs Given Two Management Options

Activity	Associated Incomes & Costs	
	Option 1 Clearcut	Option 2 Thinning & Clearcut
Site Preparation & Planting Costs	(\$380)	(\$380)
Annual Costs	(\$20)	(\$20)
Thinning Revenue		\$900
Final Harvest Revenue	\$1,825	\$1,995
<b>Total Income</b>	<b>\$1,825</b>	<b>\$2,895</b>

To determine which of the two options might be the better economic choice for the landowner, the consultant calculates the Net Present Value (NPV). Since the two options will be harvested at different ages, we must then use the Equivalent Annuity Approach (EAA) for comparison. First, the NPV must be calculated.

## Net Present Value

NPV is a method used to determine the current value of all future cash flows generated by a project, including the initial capital investment. It is widely used in capital budgeting to establish which projects are likely to turn the greatest profit.

$$NPV = \text{Cash Flow}/(1+i)^t - \text{initial investment}$$

(i=discount rate, t=number of time periods, discount rate for this exercise is 4%)

**Option 1:**  $\$1825/1.0418$ ,  $\$900/\text{acre}$ .  
 Establishment Cost =  $\$380$  per acre,  
 Annual Costs  $\$20/1.0418 =$   
 $\$9.85/\text{acre}$   
 NPV =  $\$900 - \$380 - \$9.85 = \$510.15$

**Option 2:**  $\$900/1.0418 = \$443.35$ .  
 $\$1995/1.0426 = \$720.22$   
 Revenues =  $\$443.35 + \$720.22 =$   
 $\$1,163.57$   
 Establishment Cost =  $\$380$  per acre,  
 Annual Costs  $\$20/1.0426 =$   
 $\$7.22/\text{acre}$   
 NPV =  $\$1,163.57 - \$380 - \$7.22 =$   
 $\$776.35$

The NPV for Option 1 is \$510.15 and for Option 2 is \$776.35. To compare the two NPV’s the consultant will use the Equivalent Annuity Approach.

Continued on next page



Should we thin or harvest the stand now? Economic analysis tools can help us compare the present value of different management options.

### Equivalent Annuity Approach

The EAA is one of two methods used in capital budgeting to

compare mutually exclusive projects with unequal lives. The EAA calculates the constant annual cash flow generated by a project over its lifespan if it was an annuity.

In the following formula “r” is the discount rate, and “T” is the number of years.

$$EAA = r \cdot NPV / (1 - (1+r)^{-T})$$

**Option 1:**  $EAA = r \cdot NPV / (1 - (1+r)^{-T})$   
 $0.04 \cdot 510.15 / (1 - (1.04)^{-18}) =$   
 $20.41 / .51 = \$40.02$

**Option 2:**  $EAA = r \cdot NPV / (1 - (1+r)^{-T})$   
 $0.04 \cdot 776.35 / (1 - (1.04)^{-26}) =$   
 $31.05 / .64 = \$48.52$

In Option 1 the Equivalent Annuity Approach is \$40.02, and in Option 2 it is \$48.52. The consultant advises the landowner that growing the stand to age 26 will yield a better financial return. Sometimes

landowners are faced with a need for cash flow at a particular time, and in this case if harvested at age 18 it would still be a good outcome since the NPV is positive.

Your ACF consultant can provide you with a wealth of on-ground experience as well as having faced numerous management decisions throughout his or her career. The ACF website is located at <https://acf-foresters.org>. If you haven't chosen an ACF consultant to help manage your property, you can find one on the website under the “Find A Forester” section.

#### Reference

Susaeta, A. and C. Demers. 2019. Determining the Net Present Value of Timber Investments and Comparing Investments of Different Rotations. FOR352. Gainesville: University of Florida Institute of Food and Agricultural Sciences. <https://edis.ifas.ufl.edu/fr421>

## Don't miss out on news and events!

Sign up for the regular updates! Send an email to [cdemers@ufl.edu](mailto:cdemers@ufl.edu) to be added to the email listserv. Florida Land Steward email updates are sent once a week or every other week and include the latest calendar of workshops, tours and other events; a link to the current issue of this quarterly newsletter; updates on cost-share and other assistance programs, opportunities, and resources; and other stewardship related news and information.

All the latest news and events are online at the new UF/IFAS Florida Land Steward Program web site: <https://programs.ifas.ufl.edu/florida-land-steward/>

## Registration for the Florida Timber Recovery Block Grant Open until Nov. 20, 2020

Registration for the Florida Timber Recovery Block Grant Program is available to forest landowners who suffered damage from Hurricane Michael in October 2018. Funded by the U.S. Department of Agriculture, the program is managed by the Florida Division of Emergency Management (FDEM) in conjunction with the Florida Department of Agriculture and Consumer Services (FDACS) and the Florida Forest Service (FFS), which will provide

technical assistance to forest landowners required to produce documentation to receive compensation for their loss. The registration deadline is Friday November 20, 2020.

The direct link to the Block Grant web page and registration form is at [FloridaDisaster.org/timber](http://FloridaDisaster.org/timber). Register there to begin the application process. For questions about the registration or application process call the FDEM hotline at 850-270-8317.

Questions can also be emailed to [timber@em.myflorida.com](mailto:timber@em.myflorida.com)



If your timber sustained significant damage from Hurricane Michael in 2018, you are likely eligible to receive compensation for losses.

# TIMBER PRICE UPDATE

The timber price information below is useful for observing trends over time, but does not reflect current conditions at a particular location. Landowners considering a timber sale are advised to solicit the services of a consulting forester to obtain current local market conditions.

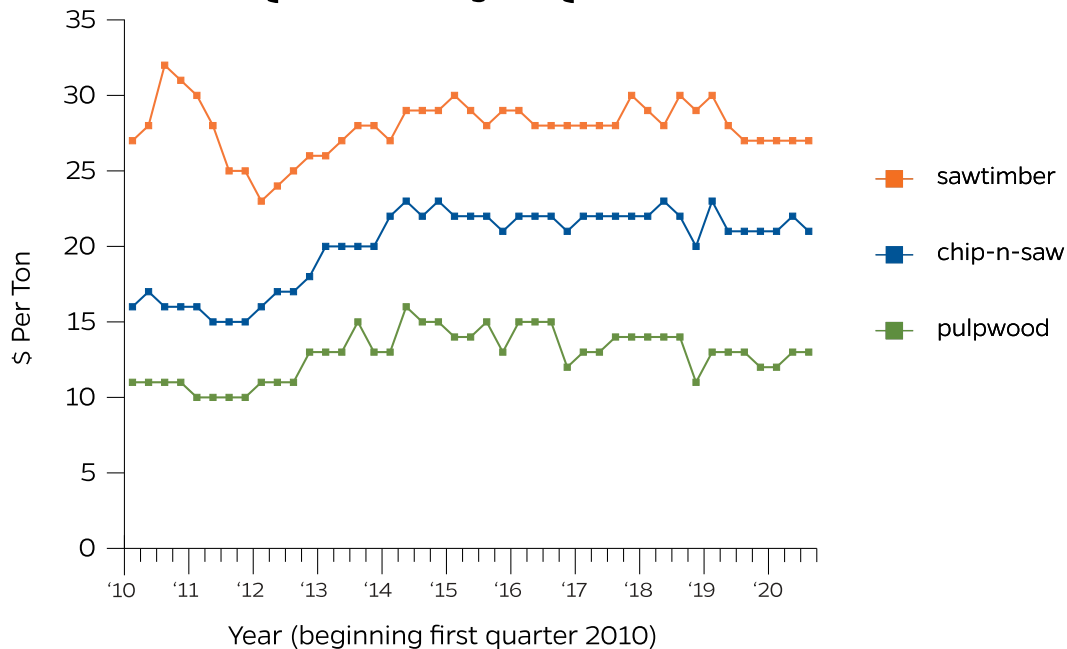
Average stumpage prices for the three major products in Florida, as reported in the **3<sup>rd</sup> Quarter 2020** Timber Mart-South report were:

Florida Stumpage Prices	
Pine pulpwood:	\$13/ton, same as that from 2 <sup>nd</sup> Qtr. 2020
Pine C-N-S:	\$21/ton, down slightly
Pine sawtimber:	\$27/ton, same

## Trend Report

Although market conditions improved and forest products industries experienced some growth this quarter, south-wide average stumpage prices declined a little for most products this quarter, as is common in the third quarter. Average stumpage prices for sawtimber and chip-n-saw have remained essentially unchanged for the last eight years. That said, Florida's average stumpage prices for all three products reported above are considerably higher than those of the other Southern states this quarter. This is especially true for the sawtimber category. Registrations are underway for the Timber Recovery Block Grant for landowners to receive compensation for timber value lost in Hurricane Michael in 2018. See the piece about this funding in this issue. A recording of the webinar about this assistance, and other webinars, can be found at the Florida Land Steward website at <https://programs.ifas.ufl.edu/florida-land-steward/>. Email updates are the best way to stay current on news, opportunities, webinars, and events. Send an email to [cdemers@ufl.edu](mailto:cdemers@ufl.edu) to be added to this service if you do not receive the email updates. Updates are sent once a week.

**Average Pine Stumpage Prices for Florida (\$/Ton)  
1<sup>st</sup> Qtr 2010 through 3<sup>rd</sup> Qtr 2020**



Timber Mart-South is compiled and produced at the Center for Forest Business, Warnell School of Forest Resources, University of Georgia, under contract with the Frank W. Norris Foundation, a non-profit corporation serving the forest products industry. See <http://www.tmart-south.com/> for information on subscriptions.

# CONGRATULATIONS CERTIFIED LANDOWNERS

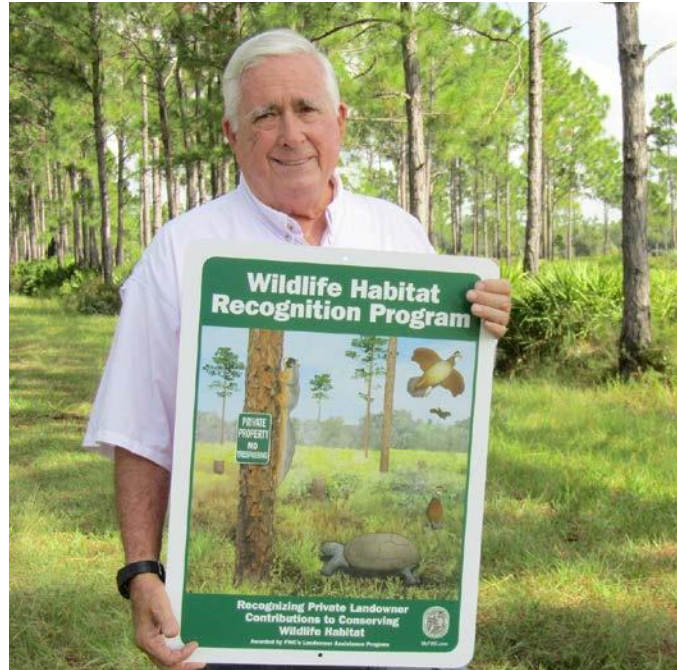
More information about certification in these programs is available at:

<https://www.fdacs.gov/Divisions-Offices/Florida-Forest-Service/For-Landowners/Programs/Forest-Stewardship-Program>

<https://www.treefarmssystem.org/florida>

<https://myfwc.com/lap>

These landowners have achieved certification in the Tree Farm, Forest Stewardship, Forces Forest, and/or Wildlife Habitat Recognition Program and demonstrate excellent stewardship of their land resources.



Bill Liebel, 4 L's Ranch, Desoto County



Jennifer Hunt, Oakland Nature Preserve, Orange County

### Upcoming Events

Date	Event, Location, Contact
Nov 12	<b>Florida Land Steward Short Course 2020 Webinar 4: Prepare for and Recover more quickly from the next Hurricane</b> , 2:00 - 3:00 pm ET. As we have learned in recent years, powerful hurricanes can make their way inland and do considerable damage to forest lands and agricultural enterprises. Learn some strategies to make your property resilient and steps you can take to recover from a storm more quickly. SAF CFE: 1.0 Cat 1 CFE. Register for the webinar at <a href="https://ufl.zoom.us/webinar/register/WN_yQIDP-mvTTKvEUy7fTtLWg">https://ufl.zoom.us/webinar/register/WN_yQIDP-mvTTKvEUy7fTtLWg</a>
Dec 3	<b>Writing a Prescribed Burn Plan – A Review for Private Landowners</b> , 1:00pm - 3:00PM ET. Join us for a review of things to consider when planning a prescribed burn as we go through the Florida Forest Service burn prescription form. Provided by Tall Timbers, Florida Forest Service, and Florida Fish and Wildlife Conservation Commission. To register contact Matt Snider, <a href="mailto:msnider@talltimbers.org">msnider@talltimbers.org</a>
March 27-28, 2021	<b>Central Florida Sportsman's Expo</b> , Tom Varn Park, 301 Darby Rd., Brooksville, FL 34601. University of Florida IFAS and FL Fish and Wildlife Conservation Commission will be exhibiting and available to answer questions. \$5 Entry Fee, children under 12 Free. See link <a href="https://centralfloridasportsmansexpo.com/">https://centralfloridasportsmansexpo.com/</a> for details and informative video about the event
May 14, 2021	<b>Florida Land Steward Tour at Jenkins Millview Trace</b> , Escambia County, FL, 8:30 am to 2:00 pm CT, Jenkins Millview Trace, Pensacola, FL. Mr. Robert Jenkins, owner and manager of Jenkins Millview Trace, is the 2020 Land Steward of the Year. This tour date was moved to 2021 due to the COVID-19 health crisis. Join us to learn about longleaf pine forest restoration and management, enhancing wildlife habitat, tree planting, and the challenges of land management in the wildland-urban interface. This is also a great opportunity to network with other landowners and meet the forestry and natural resource professionals that can assist you. \$15 includes lunch and materials. Updated flier and registration page will be posted here and in future Florida Land Steward email updates.
On Demand	<b>2020 Virtual Perennial Peanut Field Day</b> . The UF/IFAS North FL REC Forage Team is sharing their ongoing work on perennial peanut and related forage issues through videos from the field. These videos are available on demand at <a href="http://nwdistrict.ifas.ufl.edu/phag/2020/06/26/2020-virtual-perennial-peanut-field-day/">http://nwdistrict.ifas.ufl.edu/phag/2020/06/26/2020-virtual-perennial-peanut-field-day/</a> .

All recordings and materials from all 2020 Florida Land Steward Webinar Series are available at:

<https://programs.ifas.ufl.edu/florida-land-steward/bulletin-board/workshop-and-tour-materials/>

Upcoming Forestry & Natural Resource Webinars:

<http://www.forestrywebinars.net/>

Upcoming Southern Fire Exchange Webinars

[http://www.southernfireexchange.org/Web\\_Event/Webinars.html](http://www.southernfireexchange.org/Web_Event/Webinars.html)

### More events and information are posted at [floridalandsteward.org](http://floridalandsteward.org)

The Florida Land Steward Newsletter is joint project of the UF/IFAS Extension, Florida Forest Service, Florida Fish & Wildlife Conservation Commission, US Fish & Wildlife Service, USDA Natural Resources Conservation Service and Florida Tree Farm Program:

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