



www.forestsforthebay.org





Sign up for your **free membership** today and you'll receive the latest tools and resources.

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Your land is your legacy. Learn how to care for it.



Member Spotlights

See what other woodland owners are doing to keep their woods healthy and working for them.

Getting Started with 3 Easy Steps



1. Discover Your Woods

Get a free report on how your woods are providing you benefits and find sources of funding to keep them working for you.



2. Plan for Your Land

Use this guided **woodland planning tool** and take steps to help keep your woods healthy.

Benefits

Map My Property

My Account

Create an Account ▶

Log In ▶

Get Started

Get a free report on how your woods are providing you benefits and find sources of funding to keep them working for you.

- 1 **Create a user account or Login**
With a free LandServer account, you can map your property, save your reports and more.
- 2 **Map your property**
Enter a street address to position the map, then identify your property using LandServer tools (login required).
- 3 **Review your online report**
Your report will detail the composition of your property, the natural benefits provided by your property, and your potential to benefit from conservation programs and to receive payments for enhancing the natural benefits on your property ([view sample report](#)).
- 4 **Learn More**
Become more familiar with conservation funding sources and find people who can help you take care of your land with [Forests for the Bay](#)

Landserver Supported Areas





Discover Your Woods

Forest Landowner Workshop and Walking Tour

October 5

9:00 a.m. - 1:00 p.m.

Register by September 27

www.forestryforthebay.org/discover_woodlands.cfm

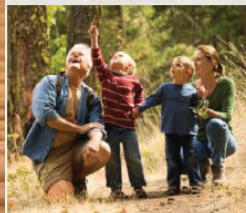
Pre-registration required | Limited to first 50

Foster Family Forest

Reisterstown, MD, Baltimore Co.

\$10/15

**individual/family
lunch included**



For more information
contact Craig Highfield
at (410) 267-5723 or
chighfield@chesapeakebay.net.

**Baltimore County
Forestry Board**



UNIVERSITY OF
MARYLAND
EXTENSION
Solutions in your community



Learn how to

- Enhance wildlife habitat
- ID and manage invasive species
- Market forest products
- Take advantage of assistance programs
- Set goals and meet them

**Also: Tree felling/skidding/sawing
demo and live music by Fiddle Oaks**

Location and full agenda available online

The Woods in Your Backyard Workshop



**Learn to Create and Enhance
Natural Areas Around Your Home**

**Two-Part Workshop in Berkeley Co.
May 5th & 12th**



**Virginia
Cooperative Extension**

A partnership of Virginia Tech and Virginia State University



Wednesday, June 18th 2014, 9:00 – 12:00

**McHugh Auditorium / Waterman's Hall, Virginia Institute of Marine Science
Gloucester Point**

PENN STATE



Cooperative Extension
College of Agricultural Sciences



The Woods in Your Backyard

Creating Healthy Habitats for People, Plants, and Wildlife

Saturday, March 8, 2014

Forest Resources Building Auditorium, Room 112, University Park, PA



A Healthy Woodlands Partnership
www.forestryforthebay.org

Real Forestry for Real Estate





Real Forestry for Real Estate

dlr # 725-0692

3 hours of CE issued by:

Greater Baltimore Board of REALTORS



The *Real Forestry for Real Estate* course is designed specifically to educate real estate professionals about the economic, ecological and social importance of owning properties with woods while helping them become versed in the various opportunities and incentives that exist for woodland owners.

The course serves also to enhance the marketability of real estate agents themselves as more knowledgeable land brokers with a better understanding of their product, properties with woodlands.

When:

Thursday, August 14th, 2014
9:30 am - 12:30pm

Where:

Greater Baltimore Board of REALTORS
1954 Greenspring Drive, Suite 100
Timonium, MD 21093

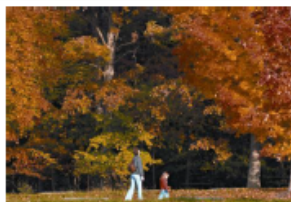
For registration information contact:

Mary Coyle at 410-337-7200 or
mcoye@gbbr.org

For course content questions contact:

Craig Highfield at 410-267-5723, or
chighfield@chesapeakebay.net

Forests for the Bay is a program of the
Alliance for the Chesapeake Bay



Topics to Include:

- The value of owning woodlands
- Motivations and needs of prospective rural land buyers
- Factors that enhance or devalue wooded properties, both ecologically and economically
- Tax abatement, cost share and other incentive programs available to woodland owners
- Understanding forest transition

Cost: \$40.00

Morning refreshments provided

*All participants will receive a printed supply of our new woodland owner guide for use with prospective clients.



ALLEGANY COLLEGE OF MARYLAND
In Partnership with The Alliance for the Chesapeake Bay, Maryland DNR
Forest Service and Historic Highlands Reicher Association present:



(PRO950)

REAL FORESTRY FOR REAL ESTATE

Course Approved for 3.5 Hours CE
by the Maryland Real Estate Commission

THURSDAY, FEBRUARY 7, 2013

10:00 AM - 2:00 PM

ACM CE-8



www.allegany.edu

The goals of the course:

- to educate realtors on the economic, ecological and social importance of forest ownership while helping them become versed in the various opportunities and incentives that exist for forest owners
- to enhance the marketability of participating realtors by teaching them to better understand their product, properties with forestland, and a growing sector of clientele, prospective woodland owners.

- ✓ The value of owning woodlands
- ✓ Land use history
- ✓ Forest Ecology
- ✓ New woodland owner: motivations and interests
- ✓ Owning Woodlands 101
- ✓ Resources
- ✓ Common trees and their marketable qualities

Welcome to Your Woods

*Learn about
the benefits of
owning woods
and the resources
that are available
to help you*



Craig Highfield and Eric Sprague



Sign up for your **free membership** today and you'll receive the latest tools and resources.

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Maryland Realtors Natural Resources Portal

Assorted Media




Forest Conservation and Management Means
Property Tax Savings 



Maryland Income Tax Modification for
Reforestation and Timber Stand Improvement 



Woodland Incentive Program (WIP) 



Real Forestry For Real Estate II

- October 8th



Real Forestry for Real Estate

- Spring of 2015



Real Forestry for Real Estate





YOUR WOODS AND YOUR WALLET

Do you own a wooded property?

Having woods on your property not only benefits wildlife, the air you breathe and your local streams, but your pocket as well. The

Alliance's Forests for the Bay, in partnership with Howard County Conservancy, will introduce you to the many economic incentive programs available to you for having wooded property.

To RSVP for this Free workshop, go to www.forestsforthebay.org/events.cfm or contact forests@allianceforthebay.org

Cost: FREE

**Where: Howard County Conservancy
10520 Old Frederick Rd. Woodstock, MD**

When: Tuesday, June 10th | 7:00 pm - 8:30 pm



FOREST STEWARDSHIP PLAN

FOR



Maryland
Department of
Natural Resources

MDFS Forester - \$200 - \$275
Contractor - WIP – 65%
Contractor EQIP - \$650 - \$5527

NAD83, Meters

IN

Prince George's County

INTRODUCTION

The Chesapeake Bay Foundation owns 281.18 acres of land, 87.5 acres of which are wooded, off of Old Marlboro Pike in Upper Marlboro, Maryland. The landowner wishes to manage the property for a future timber crop, harvest timber, improve soil & water quality, provide wildlife habitat and provide for passive recreational opportunities. These goals correspond to the Stewardship objectives of **forest products** (primary objective) and **soil & water conservation** (secondary objective). This Forest Stewardship Plan will recommend practices that will be a balance of the needs of the landowner and of the forest. The farm manager, Mr. Michael Heller, can be reached at 301-351-4940.

Stewardship/Landowners Objectives

A. Fish & Wildlife

B. Natural Heritage and Recreation

C. Soil & Water

D. Forest Products

Forest Banking

- **Frederick County Forest Resource Ordinance (FRO)**
- **Develop plan with natural resource inventory**
- **Property survey**
- **Financial guarantee to ensure planting survival**
- **Existing Forest: ~\$4,000 per acre**
- **New Forest: ~\$8,000 per acre**

Forest Conservation and Management Program (FCMA)

15 acres

\$5,000 per acre

\$750 per year

15 acres

\$125 per acre

\$18.75 per year

Conservation Easements

Federal Income Tax Deduction

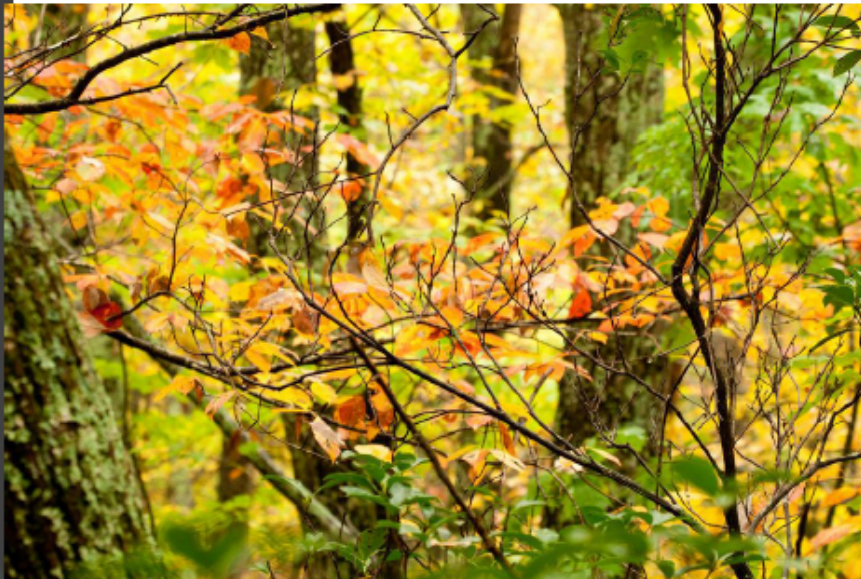
Pre-donation: 85,000
Post-donation: 60,000
Value of easement: 25,000
Adj. Gross Income: 100,000

Allowed deduction: 25,000
Federal/State Tax Rate: 36.75%
Tax Savings: 9,188

5/1/2014

Lewis Farm

A Conservation Funding Assessment



Forests for the Bay
ALLIANCE FOR THE CHESAPEAKE BAY
501 6TH ST. ANNAPOLIS, MD 21403

Maryland Woodland Incentive Program (WIP)

This state cost-share program is administered by Maryland Forest Service. WIP provides 65% of the total cost of a variety of forestry practices on private forestland ownerships from 5 to 1,000 acres in size. Landowners will receive payment following practice implementation. Maryland Forest Service's Carroll County office is located at 328-A East Nicodemus RD, Westminster; Call 410-848-9290.

Maximizing conservation cost share programs

In Maryland, the federal administered EQIP and state administered WIP can be used together to implement several forestry practices and lower your out-of-pocket expenses by up to 90%. Eligible landowners will need to enroll in each program separately but simultaneously. Full EQIP funding will be used for practice implementation and WIP funding will be determined in order to cover the cost share up to 90%.

The cost share payments listed for practices below are for NRCS's EQIP program, which is estimated to cover 70% of the cost. WIP will increase cost share to 90%. You are responsible for the remainder of the project cost.

- **Stand 1 and 2 - Invasive plant control:** Invasive exotic plants aggressively invade woodland ecosystems disrupting forest regeneration and understory growth. Climbing vines can also damage the crown and overall growth of canopy trees. Invasive plants are managed by mechanical and chemical treatments or a combination of both. Cost share payments vary depending on type of plant, degree of infestation and method of practice - **\$40-\$375/acre**
Stand 3 – Invasive plant control: No management is prescribed for this stand due to fragile wet soils. Therefore, only chemical control of individual plants, if desired, should be implemented. Cost share for this specific practice - **\$56.11**
- **Stand 1 - Forest trails and erosion control:** Some trail erosion was reported in your plan. Cost share for erosion control and re-grading depends on slope and methods used - **\$2.32-\$17.69/linear foot**
- **Stand 1&2 - Forest Stand Improvement** (referred to as Timber Stand Improvement in WIP). This practice promotes the growth and vigor of the highest quality trees in the stand by removing competing trees and reducing stocking levels or overall crowding. Cost share depends on the selected practice and age and condition of the stand - **\$86-\$1097/acre**. Maryland Forest Service is available to mark the trees to be removed for **\$12.00/acre**.
- **10.44 acre field – Tree and shrub establishment** practices vary from individual hand planting with deer protection **\$2.43/tree** or hardwood planting in 1-3 gallon pots at **\$2145.02/acre**. There is also cost share available for site preparation at **\$61.29 - \$173.71/acre** depending on existing type of vegetation and the method used.

Woodland Tax Incentives



Findings

If your 31.91 acres of woods is valued at \$5,000 per acre, for instance, your annual property tax bill for the wooded acreage would normally be \$1624.22. If you are enrolled in the FCMA program, your annual taxes would be lowered to \$40.60 using an average agricultural property value of \$125 per acre. The initial set up fee would be \$351.01 and the inspection fee would be \$70.20 per inspection or \$210.60

If you are enrolled in the Woodland Assessment program at that same \$5000 per acre fair market value, the annual taxes on your wooded acreage would be lowered from \$1624.22 to \$60.74.

If any of the projects outlined here are implemented, then the Lewis Farm would be eligible for the State Income Tax Modification.

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Woodland Conservation

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Findings

Carroll County's Forest Conservation Code allows for afforestation projects to be eligible as certified forest banks. Your field could qualify produce 10 credits to be sold in a certified forest bank (1 acre/credit). Prices for credits in the program have ranged from \$10,000 and \$15,000 per acre over the years, so selling all 10 credits could potentially yield \$100,000 to \$150,000. You still retain full ownership of the land in the bank but it will be held in permanent easement, which recorded on your deed.

Nutrient credits are generated when a change in land management reduces the amount of nitrogen, phosphorus and/or sediment reaching streams. Reforesting your 10 acre field has the potential to generate nutrient credits by reducing 2 lbs of nitrogen, 4 lbs of phosphorous and 2,705 lbs of sediment annually to the Meadow Branch Big Pipe Creek and the Monocacy River.

Preserving the Family Woods:

Tools to Help Guide Transfer to the **Next Generation** of Landowners



United States
Department of Agriculture
Forest Service

Preserving the Family Woods:

Tools to Help Guide Transfer to the
Next Generation of Landowners

Maryland Family Forest Legacy Planning



United States
Department of Agriculture
Forest Service

Ties to the Land

Your Family Forest Heritage



Your Guide to
Succession Planning
for an
Orderly Transition

In this succession planning guide, you'll find seven steps to managing a successful transition:

1. Get Started: Estimate the Value of Your Property
2. Look to the Future: Establish Your Vision and Goals
3. Expand the Conversation: Engage Your Family
4. Create a Succession Plan
5. Create an Estate Plan
6. Build Your Family's Ties to the Land
7. Create a Calendar to Implement Your Plan and Keep It Up to Date

You can find a list of additional resources at www.forestsforthebay.org or by calling (410) 267-5723.



Forests for the Bay is a program of the Alliance for the Chesapeake Bay. Visit www.allianceforthebay.org for more information.

1. Developing a succession plan
2. Tools of Estate Planning
3. Conservation programs and easements
4. Peer to peer lessons







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Maryland Family Forest Succession Planning

Course Materials

Browse, view and download course materials as presented in workshops.

Resources

Use the resources section as a clearinghouse for family forest succession planning.



Forests for the Bay: Keeping woodlands healthy

Forests For The Bay | 410 Severn Avenue, Suite 209, Annapolis, MD 21403 | (410) 267-5723

Visit us on: [Twitter](#)  and [YouTube](#) 

A project of the [Alliance for the Chesapeake Bay](#)



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