

2013 FEES AND SERVICES OF MISSISSIPPI'S CONSULTING FORESTERS



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RESEARCH BULLETIN

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2013 FEES AND SERVICES OF **MISSISSIPPI'S CONSULTING FORESTERS**

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Introduction

Non-industrial private forest (NIPF) landowners own 72% (13 million ac) of the forest land in Mississippi (Smith et al. 2004), approximately 70% of the timberland in the South and 59% of the commercial timberland in the U.S. (Zhang et al. 1998). Most NIPF landowners do not realize the full economic benefit of their forestland (Measells et al. 2005). These landowners lack expertise in forest management and timber marketing, and are unfamiliar with current market prices and practices (Munn and Rucker 1994). Consulting foresters can serve to provide this expertise and knowledge to NIPF landowners. Consulting foresters are trained professional foresters that offer forestry services to landowners for a fee. NIPF landowners, however, may be reluctant to hire consulting foresters because they are unaware of the types of services that consultants provide or the associated fees. The most recent comprehensive study of consultant fees and services in Mississippi was based on 1996 data (Watkins and Munn 2001).

Landowners can receive professional forestry advice from consulting foresters, industry-provided land owner assistance foresters and government service foresters. Well-documented benefits of assistance from professional foresters include generating higher payments for timber, establishing and maintaining healthy and vigorous forests, and greatly increasing regeneration (Cubbage et al. 1985, Hubbard and Abt 1989). For example, Clark et al. (1992) found that professional assistance from consultants, industry, and government service foresters in timber marketing and forest management could increase a landowner's monetary returns; decrease possible site impacts associated with logging operations; help landowners realize the value of forest management practices; and increase their level of satisfaction in order to pursue future timber operations. A separate study found Georgia landowners received higher stumpage

prices with the use of service forester assistance during mixed pine-hardwood harvests (Cubbage et al. 1985). Landowner assistance foresters and government service foresters are not always available. In those circumstances, consulting foresters are the primary recourse for professional advice available to landowners.

Focusing solely on consultants, Munn and Franklin (1995) noted a variety of other services performed by consultants in the preparation and administration of a timber sale such as locating property lines, establishing appropriate buffer strips, providing reasonably accurate volume estimates, checking the title and selling the timber either by auction or negotiation. Consultants may also include harvest supervision and contract enforcement in their fee (Munn and Franklin 1995). All of these are additional benefits underscoring that it is worthwhile to hire a consultant even if expected price increases do not exceed the consultant's fee (Munn and Franklin 1995).

Fees are a major influence on a landowner's decision to use consultants (Watts 1996). Knowing the going rates for a range of forestry services can assuage landowner concerns about paying too much for consultant services. Also, professional credentials can address, at least in part, concerns about the competency of individual consultants. Professional credentials, such as registration, certification, and membership in professional forestry organizations, help document consultants' legitimacy to landowners. Membership in professional societies, such as the Society of American Foresters and the Association of Consulting Foresters also serve as indicators of professional competency. Such organizations typically offer continuing education opportunities to their members and require members to adhere to a strict code of ethics.

This paper summarizes the results of a 2013 survey of Mississippi's consulting foresters. The survey asked consultants what management services they provided to landowners and the related fees

for those services from 2012 to 2013. The survey addressed a comprehensive array of management services, aggregated by topic such as forest management, timber sale administration, timber cruising, and other management activities. The results will help inform landowners of the range of forestry services and related fees available from consultants and will provide needed information as landowners assess their need for consulting assistance in managing their forest properties. The results will also assist consultants by identifying the range of services other consultants are offering, thereby identifying opportunities for expansion of services where gaps exist or assisting in price setting by identifying market rates.

Methods

The population of interest was consulting foresters operating in Mississippi. Names and contact information from the 2012 Mississippi Roster of Registered Foresters (Roster) and the 2012 Directory for the Association of Consulting Foresters (ACF) provided the study population list. Those listed as full or part time consultants were included in this study. All consultants listed in the Directory were listed in the Roster, and both lists were cross-referenced to eliminate double listing. There were 410 potential consulting foresters included in the survey.

The first stage of the development of the survey instrument was updating and revising Watkin's 1999 survey instrument (Watkins and Munn 2001). Meetings were held with members of the Association of Consulting Foresters (ACF), to allow critiques of the previous survey and solicit recommendations for the 2013 survey instrument. Changes were made accordingly.

In the spring of 2013, a mail survey was conducted based on Dillman's Total Design Method (Dillman 2007). The survey instrument was a six-page document and included two sections used in this study. To further ensure that only consulting foresters

answered the survey, the first question asked recipients if they were consulting foresters. Those who answered yes were instructed to complete the survey and those who answered no were instructed to return the survey unanswered. The first section solicited respondents' demographics, professional memberships, and business characteristics. The second section ascertained the specifics of the services the consultant provided. For each service listed, the survey asked for standard fees and rates based on three tract sizes (less than 100 ac, between 100 and 500 ac, and greater than 500 ac).

Based on the previous survey and input from ACF members, fifty-four services (i.e., activities) were identified as offered by consultants in Mississippi. For each of these services, consultants were asked if they provided the service and, if so, if they provided the service "in-house" or sub-contracted the work. In-house services are those provided by the consultant or by that individual's firm. Sub-contracted services are those where the consultant hires an outside entity to conduct the service on behalf of the landowner. In the case of sub-contract work, the consultant oversees the work for compensation. Respondents reported their standard rates and fee base for each service they offered or sub-contracted for three acreage categories, less than 100 ac, 100-500 ac, and greater than 500 ac. Standard rates were defined as those normally charged for typical conditions, circumstances, and practices within the respondent's area. The survey instrument grouped the services into the following broad categories: Forest Management, Timber Sale Administration, Timber Cruising, Timber Marking, Site Preparation (except chemical), Burning, Regeneration, Chemical Treatments, Fertilization, Game Management, Miscellaneous, and Related Services, Mapping Services, and Other Services.

Forest Management included the following services: Long Term Management Agreements, Management Plan Preparation, Inventory Cruising, and Stewardship

Plans. Timber Sale Administration included turnkey operations, which were defined as cruising, marking, advertising, selling and supervising the timber sale, site preparation, and planting. This service was further broken down into clear cuts and partial sales.

Timber Cruising was subdivided by intensity levels (i.e. high, medium, and low). Timber Marking was subdivided by species groups, pine, and hardwoods. Pine stands were further subdivided by timber size: pulpwood size products, or sawtimber size products.

Site Preparation (except chemical) was subdivided into mechanical site preparation, bedding, and windrowing. Mechanical site preparation included drum chopping, 3-in-1 plow, sub-soiling, and other related practices. Burning was subdivided into site preparation burning and release (prescribed) burning. Regeneration was categorized as machine planting or hand planting. The cost of seedlings was excluded from planting costs. For each of these methods, costs were further distinguished by the planting stocks: bare root pines, containerized pine, and hardwoods.

Chemical treatments are used in several silvicultural practices. For the purpose of this survey, the costs of chemicals were explicitly excluded from the application costs. This category was subdivided by objective: site preparation, release, and timber stand improvement (TSI). Release was further divided by targeted species groups: herbaceous weeds and woody vegetation. The site preparation and release categories were further refined according to method of application: aerial or ground. The TSI category was limited to injection of individual trees. Fertilization was subdivided by timing of the application within the rotation, either at the time of plantation establishment or mid-rotation.

Game management included services to improve the quantity or quality of game animals. This category included management plan preparation, habitat evaluation, supervise/implement hunting leases, and installation of food plots. Management plan

preparation focuses strictly on the management of wildlife and game animals (unlike timber management plans).

The Miscellaneous category included a list of services used primarily for maintenance and upkeep of forested properties, including: boundary line maintenance, boundary surveying, prescribed burning, fire line maintenance, fire line construction, pre-commercial thinning, timber stand improvement, property inspections, and urban tree appraisals. Related Services included services not directly related with the establishment, management and harvesting of timber on forested properties. It included land surveying, land sales, real estate brokerage, expert witness testimony, estate planning, taxation counseling, and forest property appraisals.

The final two categories were Mapping Services and Other Services. No specific activities were included in these categories. Consultants were instructed to report any services they offered that were not included in the survey in whichever category was most appropriate and to provide the fee basis and fee rate for each. Summary statistics were computed for the responses to the survey questions.

Results

Surveys were sent to 410 individuals listed as practicing consulting foresters. The initial mailing yielded 89 responses. The second mailing yielded 96, followed by 53 from the third, totaling 238 surveys returned. The response rate was 58%, which was similar to the 59% by Watkins and Munn (2001). Fifty-two of the respondents indicated they were not consulting foresters, leaving 186 valid surveys for analysis, compared to 132 in the previous study.

The number of valid responses to individual questions varied. If a respondent did not respond to a question, the answer was not legible, or the response was not appropriate for the question, it was considered an unusable response. The numbers of such responses are reported in the results tables

as “unusable responses (N)” in the column labeled fee basis. Obvious outliers were included in the unusable responses; however, they were reported in footnotes to each table (to show what was discarded from calculation) for the readers’ consideration. Sections of the table left blank represent instances of no fees reported or fees reported deemed unusable.

Results for the survey are presented in four categories: consultant characteristics, consultant services, fees for “in-house” services, and services for sub-contracted services (supervisory). All participants were assured complete confidentiality; therefore, only summary statistics are presented. There are no names, addresses, or private information linked within the results.

Consultant Characteristics

The average age of consulting foresters who participated in this survey was just over 54 years. Mississippi consulting foresters, on average, have been practicing forestry in some capacity for more than 31 years and working as consultants for more than 19 years. Forty-one percent of consultants in Mississippi operated as sole proprietors, 38% were incorporated, and 8% were operating as partnerships. The 13% unaccounted for are due to incomplete or unusable responses. These results are similar to those reported by Watkins and Munn (2001). Thirty-eight respondents worked for consulting firms. Furthermore, 88% of consultants were self-employed or owned the firm that they operate. Ninety-six percent of respondents reported they were registered to practice forestry in Mississippi by the State Board of Registered Foresters as required by law.

Twenty-four percent of Mississippi consulting foresters were members of the Association of Consulting Foresters (ACF) and 37% were members of the Society of American Foresters (SAF). Over half, 53%, were members of the Mississippi Forestry

Association. Just over 8% of consultants are SAF Certified Foresters. Sixteen percent of consultants were licensed real estate brokers. A slightly larger percentage of consultants (20%) were licensed real estate agents. “Land appraiser” included a number of licensing levels. Just over 5% were “Certified General” (which requires 300 hours of appraisal education/training, 3,000 hours (including 1,500 hours non-residential) of appraisal experience and successfully pass the Level C certification examination). Three percent were licensed land appraisers and one individual was “Certified Residential” (which requires 200 hours of appraisal education/training, including 15 hours of ethics and standards of practice, 2,500 hours of experience in appraisal and successfully pass Level B licensing examination). Only one percent of respondents were licensed surveyors. Certified arborists made up just over 4% of respondents and a large portion (45%) was certified to conduct tree farm inspections.

The survey asked consultants about their customer base. The categories provided were non-industrial private forest (NIPF) landowners, timber investment management organizations (TIMO), real estate investment trusts (REIT), forest industry, and government organizations. Sixty-seven percent of respondents dealt with NIPF landowners, followed by forest industry (22%), government (14%), TIMOs (13%), and REITs (7%).

Consultant Services

Consultant services are provided in-house or sub-contracted. The number of consulting foresters offering each service included in the survey in-house or sub-contracted can be found in Table 1.

Inventory cruises (N=138), timber sale administration for both partial-cuts (N=136) and clear-cuts (N=135), management plan preparation (N=132), and timber cruising at a medium intensity (N=130) are offered by $\geq 70\%$ of consultants in-house. A large percentage of consultants ($\geq 50\%$) offered

the following services in-house as well: timber cruising services at low intensity (N=125) and high intensity (N=124), and turnkey timber sale operations (N=122). Also included were timber-marking services for pine sawtimber (N=116), hardwoods (N=114), and pine pulpwood (N=101). Property inspections (N=106), long-term management plan agreements (N=100), and boundary line maintenance (N=99) completed the list.

Services most frequently provided on a sub-contracted basis were those that required special skills, substantial labor, or machinery to complete the job. The most common sub-contracted services were planting (hand and machine), chemical treatments (site preparation, release, and timber stand improvement) and site preparation treatments requiring heavy machinery.

Additional Services

Mapping services included global positioning system (GPS) work, geographic information system (GIS) work, stand mapping, database management, aerial photos, printing services, etc... Fifty consulting foresters offered various types of mapping services to their clients. The majority of these consultants (68%) offered these services at an average rate of \$73.74 per hour across all tract sizes.

Consultants also listed a number of services not included in the survey. These self-reported services included wildfire detection and control, environmental assessments, conservation easements, pole marking, beaver control, cruise audits, contract negotiations, roadwork, and deer management assistance program (DMAP) administration. Twenty consultants reported offering these types of services. Variation between these services and their related fees precluded any generalization about them.

Summary

Consulting foresters play a vital role for forest landowners in Mississippi by providing critical management services that enable landowners to maximize the benefits they receive from their forest lands. The information provided in this research is relevant to both consultants and landowners. Landowners will benefit from knowing what services are available and what fees to expect, while consultants will also benefit from knowing what services their competitors are offering and at what price. This will hopefully benefit forestry in Mississippi and encourage landowners to consider employing consulting foresters to achieve their land management objectives

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TABLE 01. SERVICES PROVIDED BY MISSISSIPPI CONSULTING FORESTERS

Services	Individual Consultants Providing the Service*			
	Total	In-House	Sub-Contract	Not Specified
Forest Management				
Long Term Management Agreements <i>(provide custodial services, recommend/ supervise/implement needed management practices for the landowner on an ongoing basis)</i>	108	100	4	4
Management Plan Preparation	139	132	0	7
Inventory Cruise <i>(when implemented independently of a timber sale or management plan)</i>	151	138	5	8
Stewardship Plans	75	70	1	4
Timber Sale Administration				
Turnkey Operation <i>(cruise, mark, advertise, sell, monitor harvesting, site preparation, and planting)</i>	135	122	7	6
Clear-Cut <i>(cruise, mark, advertise, and sell)</i>	144	135	2	7
Partial-Cut <i>(cruise, mark, advertise, and sell)</i>	143	136	2	5
Timber Cruising				
Low Intensity	135	125	5	5
Medium Intensity	141	130	7	4
High Intensity	136	124	7	5
Timber Marking				
Pine Stands/Pulpwood Size Product	112	101	5	6
Pine Stands/Sawtimber Size Product	127	116	5	6
Hardwood Stands	126	114	6	6

TABLE 01. SERVICES PROVIDED BY MISSISSIPPI CONSULTING FORESTERS (CONTINUED)

Services	Individual Consultants Providing the Service*			
	Total	In-House	Sub-Contract	Not Specified
Site Preparation (except chemical)				
Mechanical/Single Pass (<i>chop, 3-in-1 plow, subsoil, etc.</i>)	77	3	71	3
Mechanical/Multiple Pass (<i>chop, 3-in-1 plow, subsoil, etc.</i>)	75	3	70	2
Bedding	71	2	67	2
Windrow (<i>shear, rake, and pile</i>)	79	6	71	2
Burning				
Site Preparation	99	49	45	5
Release	93	48	43	2
Regeneration (does not include price of seedlings)				
Machine Planting				
Bare Root Pine	98	16	76	6
Container Pine	83	10	70	3
Hardwood	85	11	71	3
Hand Planting				
Bare Root Pine	110	12	91	7
Container Pine	96	9	82	5
Hardwood	100	10	84	6
Chemical Treatments (does not include price of chemicals)				
Site Preparation				
Aerial Application	102	11	89	2
Ground Application	96	10	85	1
Release (Herbaceous Weed Control)				
Aerial Application	98	6	89	3
Ground Application	98	15	81	2
Release (Woody Vegetation)				
Aerial Application	100	8	89	3
Ground Application	97	8	88	1
TSI "Injection"	68	5	61	2
Fertilization				
Plantation Establishment	46	2	44	0
Mid-Rotation	47	2	45	0

TABLE 01. SERVICES PROVIDED BY MISSISSIPPI CONSULTING FORESTERS (CONTINUED)

Services	Individual Consultants Providing the Service*			
	Total	In-House	Sub-Contract	Not Specified
Game Management				
Management Plan Preparation	51	36	13	2
Habitat Evaluation	51	37	13	1
Supervise/Implement Hunting Leases	69	58	7	4
Install Food Plots	44	18	22	4
Miscellaneous				
Boundary Line Maintenance	124	99	18	7
Boundary Surveying	52	9	41	2
Prescribed Burning	92	56	30	6
Fire Line Maintenance	72	17	50	5
Fire Line Construction	80	16	58	6
Pre-Commercial Thinning	60	7	50	3
Timber Stand Improvement	67	17	45	5
Property Inspection	118	106	7	5
Urban Tree Appraisal	29	19	9	1
Related Services				
Land Surveying	25	2	22	1
Land Sales	60	48	9	3
Real Estate Brokerage	49	38	9	2
Expert Witness Testimony	106	100	3	3
Estate Planning	46	35	9	2
Taxation Counseling	31	18	12	1
Forestry Property Appraisals	80	67	10	3

*out of 186 consultants participating in the survey.

Fees for In-House Services

Fees for in-house services provided by consultants in Mississippi for 2013 are reported in Tables 2 – 24. Average fees based on low response numbers (N<20) should be viewed with caution.

Forest Management

TABLE 02. FORESTRY CONSULTANT FEES FOR LONG TERM MANAGEMENT AGREEMENTS

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	5.54 (25)	4.39 (29)	3.91 (31)
Dollars per Hour	60.28 (20)	60.28 (20)	60.28 (20)
Percent of Total Sale	9.38 (13)	9.19 (13)	8.96 (13)
Dollars per Day	512.50 (4)	512.50 (4)	512.50 (4)
Base/Minimum Charge	966.67 (3)	2,750.00 (2)	4,500.00 (1)
Dollars per Year	250.00 (1)	500.00 (1)	NA (0)
Unusable Responses	NA (34)	NA (31)	NA (30)

TABLE 03. FORESTRY CONSULTANT FEES FOR MANAGEMENT PLAN PREPARATION

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.12 (67)	7.58 (72)	6.81 (72)
Dollars per Hour	59.00 (22)	57.87 (23)	59.00 (22)
Base/Minimum Charge	1,160.00 (15)	1,713.64 (11)	1,863.64 (11)
Dollars per Day	500.00 (4)	533.33 (3)	533.33 (3)
Dollars per Plot	10.00 (1)	5.00 (1)	5.00 (1)
Dollars per Job	1,150.00 (1)	1,150.00 (1)	1,150.00 (1)
Unusable Responses	NA (22)	NA (21)	NA (22)

TABLE 04. FORESTRY CONSULTANT FEES FOR STEWARDSHIP¹ PLAN PREPARATION

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	7.66 (36)	7.28 (40)	6.59 (38)
Dollars per Hour	60.58 (13)	60.58 (13)	60.58 (13)
Base/Minimum Charge	1,050.00 (5)	2,250.00 (2)	2,750.00 (2)
Dollars per Day	487.50 (4)	516.67 (3)	516.67 (3)
Dollars per Plot	10.00 (1)	5.00 (1)	5.00 (1)
Unusable Responses	NA (11)	NA (11)	NA (13)

1. Stewardship plans are a type of management plan required in many instances where government cost sharing is involved. For more details, see <http://www.fs.fed.us/spf/coop/programs/loa/loa.html>

TABLE 05. FORESTRY CONSULTANT FEES FOR INVENTORY CRUISING

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	7.82 ^a (100)	7.14 ^b (106)	6.58 (105)
Dollars per Hour	60.25 (12)	62.55 (11)	62.55 (11)
Base/Minimum Charge	1,071.43 (7)	3,500.00 (1)	3,500.00 (1)
Dollars per Plot	16.67 (3)	11.38 (4)	9.50 (4)
Dollars per Day	450.00 (2)	500.00 (1)	500.00 (1)
Unusable Responses	NA (14)	NA (15)	NA (16)

^aFees Removed from Dataset: \$25.00 (1)

^bFees Removed from Dataset: \$17.00 (1)

Timber Sale Administration

TABLE 06. FORESTRY CONSULTANT FEES FOR TURNKEY TIMBER SALE OPERATIONS

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Percent of Total Sale	9.08 (100)	8.61 (101)	8.15 (102)
Dollars per Hour	58.75 (4)	53.60 (5)	58.75 (4)
Dollars per Acre	5.00 (1)	NA (0)	NA (0)
Base/Minimum Charge	1,200.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (16)	NA (16)	NA (16)

TABLE 07. FORESTRY CONSULTANT FEES FOR CLEAR-CUT OPERATIONS

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Percent of Total Sale	8.29 (122)	7.93 (121)	7.56 (120)
Dollars per Hour	55.00 (3)	55.00 (3)	55.00 (3)
Dollars per Acre	NA (0)	5.00 (1)	5.50 (2)
Base/Minimum Charge	1,200.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (9)	NA (10)	NA (10)

TABLE 08. FORESTRY CONSULTANT FEES FOR PARTIAL-CUT OPERATIONS

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Percent of Total Sale	9.37 (117)	9.37 (117)	8.61 (117)
Dollars per Ton	1.00 (4)	1.00 (4)	1.00 (4)
Dollars per Hour	55.00 (3)	55.00 (3)	55.00 (3)
Base/Minimum Charge	1,200.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (11)	NA (11)	NA (12)
Unusable Responses	NA (11)	NA (11)	NA (13)

Timber Cruising

TABLE 09. FORESTRY CONSULTANT FEES FOR LOW INTENSITY CRUISES

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	5.99 ^a (84)	5.62 (91)	5.17 (92)
Dollars per Hour	60.23 (13)	61.64 (11)	61.64 (11)
Dollars per Plot	20.20 (5)	19.40 (5)	19.40 (5)
Base/Minimum Charge	530.00 (5)	400.00 (1)	1,000.00 (1)
Dollars per Day	362.50 (4)	412.50 (4)	412.50 (4)
Unusable Responses	NA (14)	NA (13)	NA (12)

^aFees Removed from Dataset: \$15.00 (1)

TABLE 10. FORESTRY CONSULTANT FEES FOR MEDIUM INTENSITY CRUISES

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	7.18 ^a (86)	7.06 (94)	6.56 (94)
Dollars per Hour	61.92 (12)	64.36 (11)	64.36 (11)
Dollars per Plot	18.80 (5)	17.20 (5)	17.20 (5)
Dollars per Day	462.50 (4)	483.33 (3)	483.33 (3)
Base/Minimum Charge	737.50 (5)	NA (0)	NA (0)
Unusable Responses	NA (19)	NA (17)	NA (17)

^aFees Removed from Dataset: \$17.00 (1), \$15.00 (1)

TABLE 11. FORESTRY CONSULTANT FEES FOR HIGH INTENSITY CRUISES

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	9.65 ^a (83)	9.51 (90)	8.99 (90)
Dollars per Hour	61.92 (12)	64.36 (11)	64.36 (11)
Dollars per Plot	15.75 (6)	14.08 (6)	14.08 (6)
Dollars per Day	425.00 (4)	425.00 (4)	425.00 (4)
Base/Minimum Charge	875.00 (4)	NA (0)	NA (0)
Unusable Responses	NA (15)	NA (13)	NA (13)

^aFees Removed from Dataset: \$25.00 (2)

Timber Marking

TABLE 12. FORESTRY CONSULTANT FEES FOR MARKING PINE STANDS (PULPWOOD SIZE PRODUCTS)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	48.55 (22)	46.73 (22)	46.05 (22)
Dollars per Hour	68.13 (20)	66.88 (20)	66.88 (20)
Percent of Total Sale	10.37 (19)	10.42 (19)	10.29 (19)
Dollars per Day	394.64 (14)	394.23 (13)	394.23 (13)
Dollars per Ton	1.95 (13)	1.95 (13)	1.95 (13)
Dollars per Cord	2.00 (1)	2.00 (1)	2.00 (1)
Unusable Responses	NA (12)	NA (13)	NA (13)

TABLE 13. FORESTRY CONSULTANT FEES FOR MARKING PINE STANDS (SAWTIMBER SIZE PRODUCTS)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	35.31 (26)	34.35 (26)	33.88 (26)
Percent of Total Sale	9.26 (26)	9.02 (25)	8.96 (25)
Dollars per Hour	65.66 (22)	64.52 (22)	64.52 (22)
Dollars per Day	383.93 (14)	380.36 (14)	380.36 (14)
Dollars per Ton	2.13 (8)	2.13 (8)	2.13 (8)
Dollars per MBF	10.00 (3)	10.00 (3)	9.33 (3)
Unusable Responses	NA (17)	NA (18)	NA (18)

TABLE 14. FORESTRY CONSULTANT FEES FOR MARKING HARDWOOD STANDS

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	37.43 (28)	36.04 (27)	35.59 (27)
Percent of Total Sale	9.19 (26)	9.15 (26)	9.06 (26)
Dollars per Hour	64.52 (24)	67.48 (24)	67.48 (24)
Dollars per Day	385.00 (15)	381.67 (15)	378.33 (15)
Dollars per Ton	2.50 (3)	2.50 (3)	2.50 (3)
Dollars per MBF	11.33 (3)	11.33 (3)	11.33 (3)
Unusable Responses	NA (15)	NA (16)	NA (16)

Burning

TABLE 15. FORESTRY CONSULTANT FEES FOR BURNING (SITE PREPARATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	28.58 (38)	27.56 (39)	26.41 (39)
Dollars per Day	766.67 (3)	766.67 (3)	766.67 (3)
Dollars per Hour	40.00 (1)	40.00 (1)	40.00 (1)
Base/Minimum Charge	2,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (6)	NA (6)	NA (6)

TABLE 16. FORESTRY CONSULTANT FEES FOR BURNING (RELEASE)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	23.79 (35)	22.53 (35)	22.10 (35)
Dollars per Hour	62.50 (2)	62.50 (2)	62.50 (2)
Dollars per Day	1,000.00 (2)	1,000.00 (2)	1,000.00 (2)
Base/Minimum Charge	2,000.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (8)	NA (9)	NA (9)

Miscellaneous

TABLE 17. FORESTRY CONSULTANT FEES FOR BOUNDARY LINE MAINTENANCE

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Mile	303.61 ^a (61)	301.15 ^b (61)	301.15 ^c (61)
Dollars per Hour	55.42 (12)	55.42 (12)	55.42 (12)
Dollars per Day	337.50 (6)	412.50 (6)	412.50 (6)
Dollars per Acre	5.00 (1)	3.00 (1)	3.00 (1)
Base/Minimum Charge	300.00 (1)	150.00 (1)	150.00 (1)
Unusable Responses	NA (18)	NA (18)	NA (18)

^aFees Removed from Dataset: \$40.00 (1), \$10.00 (1)

^bFees Removed from Dataset: \$20.00 (1)

^cFees Removed from Dataset: \$10.00 (1)

TABLE 18. FORESTRY CONSULTANT FEES FOR PRESCRIBED BURNING

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	23.80 (45)	22.50 (44)	21.58 (44)
Dollars per Hour	70.00 (1)	45.00 (2)	45.00 (2)
Dollars per Day	500.00 (1)	500.00 (1)	500.00 (1)
Base/Minimum Charge	1,200.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (8)	NA (9)	NA (9)

TABLE 19. FORESTRY CONSULTANT FEES FOR PROPERTY INSPECTIONS

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Hour	72.56 (40)	72.56 (17)	72.56 (17)
Dollars per Day	420.94 (16)	420.94 (16)	420.94 (16)
Dollars per Acre	2.75 (11)	2.34 (11)	2.34 (11)
Base/Minimum Charge	275.00 (6)	325.00 (6)	383.33 (6)
Dollars per Year	450.00 (2)	550.00 (2)	600.00 (2)
Percent of Total Sale	10.00 (1)	10.00 (1)	10.00 (1)
Dollars per Job	500.00 (1)	500.00 (1)	500.00 (1)
Unusable Responses	NA (29)	NA (29)	NA (30)

Related Services

TABLE 20. FORESTRY CONSULTANT FEES FOR LAND SALES

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Percent of Total Sale	7.44 (35)	7.12 (35)	6.71 (35)
Dollars per Hour	150.00 (1)	150.00 (1)	150.00 (1)
Dollars per Day	200.00 (1)	200.00 (1)	200.00 (1)
Unusable Responses	NA (11)	NA (11)	NA (11)

TABLE 21. FORESTRY CONSULTANT FEES FOR REAL ESTATE BROKERAGE

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Percent of Total Sale	7.25 (28)	6.92 (28)	6.55 (28)
Dollars per Hour	80.00 (1)	80.00 (1)	80.00 (1)
Unusable Responses	NA (9)	NA (9)	NA (9)

TABLE 22. FORESTRY CONSULTANT FEES FOR EXPERT WITNESS TESTIMONY

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Hour	111.67 (66)	111.67 (66)	111.67 (66)
Dollars per Day	488.16 (19)	488.16 (19)	488.16 (19)
Unusable Responses	NA (15)	NA (15)	NA (15)

TABLE 23. FORESTRY CONSULTANT FEES FOR ESTATE PLANNING

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Hour	81.53 (20)	81.87 (19)	81.87 (19)
Dollars per Day	470.00 (4)	500.00 (3)	500.00 (3)
Dollars per Acre	NA (0)	40.75 (2)	40.75 (2)
Dollars per Job	500.00 (1)	500.00 (1)	500.00 (1)
Unusable Responses	NA (10)	NA (10)	NA (10)

TABLE 24. FORESTRY CONSULTANT FEES FOR FOREST PROPERTY APPRAISALS

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	9.09 (27)	8.45 (30)	7.77 (31)
Dollars per Hour	74.20 (15)	74.20 (15)	74.20 (15)
Base/Minimum Charge	662.50 (4)	1,500.00 (2)	2,000.00 (2)
Dollars per Day	393.33 (3)	400.00 (2)	400.00 (2)
Dollars per Tract	1,050.00 (2)	1,800.00 (2)	2,300.00 (2)
Unusable Responses	NA (16)	NA (16)	NA (15)

Fees for Sub-Contract Services

The fees reported for sub-contracted services represent the amount that consultants charge for oversight and supervision of these services (Tables 25 – 42).

Site Preparation (except chemical)

TABLE 25. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED MECHANICAL SITE PREPARATION (SINGLE PASS)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.54 ^a (26)	8.19 ^a (27)	7.80 ^a (27)
Dollars per Hour	60.68 ^b (11)	60.68 ^b (11)	60.68 ^b (11)
Dollars per Day	387.50 (4)	387.50 (4)	387.50 (4)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Percent of Total Sale	25.00 (1)	25.00 (1)	25.00 (1)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (26)	NA (26)	NA (26)

^aFees Removed from Dataset: \$275.00 (1), \$150.00 (2), \$140.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 26. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED MECHANICAL SITE PREPARATION (MULTIPLE PASS)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.48 ^a (25)	8.12 ^a (26)	7.71 ^a (26)
Dollars per Hour	60.68 ^b (11)	60.68 ^b (11)	60.68 ^b (11)
Dollars per Day	387.50 (4)	387.50 (4)	387.50 (4)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Percent of Total Sale	25.00 (1)	25.00 (1)	25.00 (1)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (26)	NA (26)	NA (26)

^aFees Removed from Dataset: \$275.00 (1), \$250.00 (1), \$200.00 (1), \$100.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 27. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED BEDDING

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.50 ^a (22)	8.13 ^a (23)	7.76 ^a (23)
Dollars per Hour	60.68 ^b (11)	60.68 ^b (11)	60.68 ^b (11)
Dollars per Day	350.00 (3)	350.00 (3)	350.00 (3)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Percent of Total Sale	25.00 (1)	25.00 (1)	25.00 (1)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (27)	NA (27)	NA (27)

^aFees Removed from Dataset: \$275.00 (1), \$150.00 (1), \$140.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 28. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED WINDROWING

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.41 ^a (27)	8.07 ^a (28)	7.63 ^a (28)
Dollars per Hour	63.96 ^b (12)	63.96 ^b (12)	63.96 ^b (12)
Dollars per Day	387.50 (4)	387.50 (4)	387.50 (4)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Percent of Total Sale	25.00 (1)	25.00 (1)	25.00 (1)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (24)	NA (24)	NA (24)

^aFees Removed from Dataset: \$275.00 (1), \$250.00 (2)

^bFees Removed from Dataset: \$2.00 (1)

Burning

TABLE 29. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED BURNING (SITE PREPARATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	9.53 (19)	10.19 (21)	10.05 (21)
Dollars per Hour	60.00 (8)	60.00 (8)	60.00 (8)
Dollars per Day	475.00 (2)	450.00 (1)	450.00 (1)
Percent of Total Sale	25.00 (1)	25.00 (1)	25.00 (1)
Dollars per Job	500.00 (1)	500.00 (1)	500.00 (1)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (13)	Na (13)	NA (13)

Regeneration (excluding prices of seedlings)

TABLE 30. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED MACHINE PLANTING (BARE ROOT PINE)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	15.26 ^a (31)	14.63 ^a (32)	14.34 ^a (32)
Dollars per Hour	62.05 ^b (11)	62.05 ^b (11)	62.05 ^b (11)
Dollars per Day	370.83 (6)	370.83 (6)	370.83 (6)
Percent of Total Sale	20.00 (2)	20.00 (2)	20.00 (2)
Base/Minimum Charge	1,000.00 (2)	500.00 (1)	500.00 (1)
Dollars per Job	400.00 (2)	400.00 (2)	400.00 (2)
Unusable Responses	NA (22)	NA (22)	NA (22)

^aFees Removed from Dataset: \$104.00 (1), \$80.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 31. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED MACHINE PLANTING (CONTAINERIZED PINE)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	12.89 ^a (27)	12.25 ^a (28)	12.00 ^a (27)
Dollars per Hour	58.25 ^b (10)	58.25 ^b (10)	53.86 ^b (11)
Dollars per Day	405.00 (5)	405.00 (5)	405.00 (5)
Percent of Total Sale	20.00 (2)	20.00 (2)	20.00 (2)
Dollars per Job	400.00 (2)	400.00 (2)	400.00 (2)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (23)	NA (23)	NA (23)

^aFees Removed from Dataset: \$106.00 (1), \$75.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 32. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED MACHINE PLANTING (HARDWOODS)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	17.72 ^a (29)	17.07 ^a (30)	17.00 ^a (29)
Dollars per Hour	59.75 ^b (10)	59.75 ^b (10)	55.23 ^b (11)
Dollars per Day	405.00 (5)	405.00 (5)	405.00 (5)
Percent of Total Sale	20.00 (2)	20.00 (2)	20.00 (2)
Dollars per Job	400.00 (2)	400.00 (2)	400.00 (2)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (22)	NA (22)	NA (22)

^aFees Removed from Dataset: \$140.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 33. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED HAND PLANTING (BARE ROOT PINE)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	9.74 ^a (39)	9.03 ^a (40)	8.53 ^a (39)
Dollars per Hour	60.00 ^b (12)	60.00 ^b (12)	56.15 ^b (13)
Dollars per Day	370.83 (6)	370.83 (6)	370.83 (6)
Percent of Total Sale	20.00 (2)	20.00 (2)	20.00 (2)
Dollars per Job	400.00 (2)	400.00 (2)	400.00 (2)
Base/Minimum Charge	1,000.00 (2)	500.00 (1)	500.00 (1)
Dollars per Tree	0.68 (1)	0.68 (1)	0.68 (1)
Unusable Responses	NA (27)	NA (27)	NA (27)

^aFees Removed from Dataset: \$100.00 (1), \$94.00 (1), \$78.00 (1), \$60.00 (1), \$54.00 (1), \$45.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 34. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED HAND PLANTING (CONTAINERIZED PINE)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	10.03 ^a (37)	9.26 ^a (38)	8.69 ^a (36)
Dollars per Hour	56.36 ^b (11)	56.36 ^b (11)	52.50 ^b (12)
Dollars per Day	431.25 (4)	431.25 (4)	431.25 (4)
Percent of Total Sale	20.00 (2)	20.00 (2)	20.00 (2)
Dollars per Job	400.00 (2)	400.00 (2)	400.00 (2)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (25)	NA (25)	NA (26)

^aFees Removed from Dataset: \$115.00 (1), \$80.00 (1), \$75.00 (1), \$54.00 (1), \$50.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 35. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED HAND PLANTING (HARDWOODS)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	10.59 ^a (37)	9.84 ^a (38)	9.24 ^a (37)
Dollars per Hour	59.75 ^b (10)	59.75 ^b (10)	55.23 ^b (11)
Dollars per Day	405.00 (5)	405.00 (5)	405.00 (5)
Percent of Total Sale	20.00 (2)	20.00 (2)	20.00 (2)
Dollars per Job	400.00 (2)	400.00 (2)	400.00 (2)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (27)	NA (27)	NA (27)

^aFees Removed from Dataset: \$223.00 (1), \$106.00 (1), \$94.00 (1), \$75.00 (1), \$54.00 (1), \$50.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

Chemical Treatments (excluding chemical prices)

TABLE 36. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED SITE PREPARATION (AERIAL APPLICATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	7.92 ^a (36)	7.59 ^a (37)	7.11 ^a (37)
Dollars per Hour	60.50 ^b (10)	60.50 ^b (10)	60.50 ^b (10)
Dollars per Day	370.83 (6)	370.83 (6)	370.83 (6)
Percent of Total Sale	17.50 (2)	17.50 (2)	17.50 (2)
Base/Minimum Charge	900.00 (2)	300.00 (1)	300.00 (1)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Unusable Responses	NA (31)	NA (31)	NA (31)

^aFees Removed from Dataset: \$90.00 (1), \$85.00 (1), \$50.00 (1), \$45.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 37. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED SITE PREPARATION (GROUND APPLICATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.62 ^a (37)	8.34 ^a (38)	7.87 ^a (38)
Dollars per Hour	57.73 ^b (11)	57.73 ^b (11)	57.73 ^b (11)
Dollars per Day	405.00 (5)	405.00 (5)	405.00 (5)
Percent of Total Sale	17.50 (2)	17.50 (2)	17.50 (2)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (27)	NA (27)	NA (27)

^aFees Removed from Dataset: \$110.00 (1), \$60.00 (1), \$50.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 38. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED RELEASE BY HERBACEOUS WEED CONTROL (AERIAL APPLICATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	7.91 ^a (35)	7.58 ^a (36)	7.08 ^a (36)
Dollars per Hour	60.50 ^b (10)	60.50 ^b (10)	60.50 ^b (10)
Dollars per Day	370.83 (6)	370.83 (6)	370.83 (6)
Percent of Total Sale	17.50 (2)	17.50 (2)	17.50 (2)
Base/Minimum Charge	1,000.00 (2)	500.00 (1)	500.00 (1)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Unusable Responses	NA (32)	NA (32)	NA (32)

^aFees Removed from Dataset: \$80.00 (1), \$65.00 (1), \$50.00 (1), \$45.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 39. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED RELEASE BY HERBACEOUS WEED CONTROL (GROUND APPLICATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.62 ^a (34)	8.37 ^a (35)	7.94 ^a (35)
Dollars per Hour	54.75 ^b (11)	57.73 ^b (11)	57.73 ^b (11)
Dollars per Day	405.00 (5)	405.00 (5)	405.00 (5)
Percent of Total Sale	25.00 (2)	25.00 (2)	25.00 (2)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (27)	NA (27)	NA (27)

^aFees Removed from Dataset: \$100.00 (1), \$60.00 (1), \$50.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 40. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED RELEASE FROM WOODY VEGETATION (AERIAL APPLICATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.46 ^a (37)	8.13 ^a (38)	7.66 ^a (38)
Dollars per Hour	60.50 ^b (10)	60.50 ^b (10)	60.50 ^b (10)
Dollars per Day	370.83 (6)	370.83 (6)	370.83 (6)
Percent of Total Sale	17.50 (2)	17.50 (2)	17.50 (2)
Base/Minimum Charge	850.00 (2)	200.00 (1)	200.00 (1)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Unusable Responses	NA (30)	NA (30)	NA (30)

^aFees Removed from Dataset: \$80.00 (1), \$65.00 (1), \$50.00 (1), \$45.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 41. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED RELEASE FROM WOODY VEGETATION (GROUND APPLICATION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.68 ^a (37)	8.34 ^a (38)	7.87 ^a (38)
Dollars per Hour	57.73 ^b (11)	57.73 ^b (11)	57.73 ^b (11)
Dollars per Day	405.00 (5)	405.00 (5)	405.00 (5)
Percent of Total Sale	17.50 (2)	17.50 (2)	17.50 (2)
Base/Minimum Charge	900.00 (2)	300.00 (1)	300.00 (1)
Dollars per Job	450.00 (2)	450.00 (2)	450.00 (2)
Unusable Responses	NA (29)	NA (29)	NA (29)

^aFees Removed from Dataset: \$110.00 (1), \$85.00 (1), \$60.00 (1), \$50.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

TABLE 42. FORESTRY CONSULTANT SUPERVISORY FEES FOR SUB-CONTRACTED TIMBER STAND IMPROVEMENT (INJECTION)

Fee Base	<100 ac (N)	100–500 ac (N)	>500 ac (N)
Dollars per Acre	8.78 ^a (23)	8.54 ^a (24)	8.13 ^a (24)
Dollars per Hour	54.38 ^b (8)	42.50 (4)	42.50 (4)
Dollars per Day	455.00 (5)	455.00 (5)	455.00 (5)
Percent of Total Sale	15.00 (1)	15.00 (1)	15.00 (1)
Base/Minimum Charge	1,500.00 (1)	NA (0)	NA (0)
Unusable Responses	NA (23)	NA (23)	NA (23)

^aFees Removed from Dataset: \$85.00 (1)

^bFees Removed from Dataset: \$2.00 (1)

Appendix A

2013 Mississippi Consulting Forester Survey

MISSISSIPPI CONSULTING FORESTER SURVEY

1. Are you a practicing consulting forester? **yes no** (circle one)
If no, please return the survey in the enclosed envelope. If yes, continue.

PART I. GENERAL BACKGROUND

1. How many years have you been practicing forestry in any capacity? _____ years
2. How many years have you been a practicing consulting forester? _____ years
3. What is your age? _____ years
4. Is your firm a: **sole proprietorship partnership corporation?** (circle one)
5. Are you a member of the following organizations? (circle one)
 Association of Consulting Foresters (ACF) **yes no**
 Mississippi Forestry Association (MFA) **yes no**
 Society of American Foresters (SAF) **yes no**
6. Are you a Registered Forester of Mississippi? **yes no**
7. Are you a SAF Certified Forester? **yes no**
8. Are you registered or licensed to practice forestry
in states other than Mississippi? **yes no**
9. Are you a licensed real estate broker? **yes no**
10. Are you a licensed real estate agent? **yes no**
11. Are you a land appraiser?
 Certified General **yes no**
 Certified Residential **yes no**
 Licensed **yes no**
12. Are you a licensed surveyor? **yes no**
13. Are you a certified arborist? **yes no**
14. Are you a certified tree farm inspector? **yes no**
15. What percentage of each of the following makes up your customer base:
(This percentage should be based on amount of income)
NIPF _____ %
TIMO _____ %
REIT _____ %
Forest Industry _____ %
Government _____ %
Other (Please fill in other areas of customer base)

Total = 100 %
16. Do you work for a consulting firm? **yes no**
17. Are you self-employed or the owner of a consulting firm? **yes no**

****Notice: Only those who are a self-employed or who are the lead consultant in a firm should complete the remainder of the survey****

PART II. SERVICES AND FEES

Instructions

1. In the column headed **Offered** enter:
 - 0** if your firm does not offer the service in any manner;
 - 1** if your firm offers the service and does the work in house;
 - 2** if your firm offers the service but sub-contracts with vendors to do the work (contract tree planting is an example).
2. If you entered **0** in the **Offered** column, leave the space in the columns headed **Fees** blank.
3. If you entered **1** in the **Offered** column, enter your firm's **standard** rate in the **Fees** columns. If your fees **do not** vary by tract size, enter the same rate in all three columns. If your fees **do** vary by tract size, enter the fee most appropriate for the acreage categories listed. **In all cases, be sure to specify the units.** (For example, \$/acre, \$/hour, \$/mile, \$/plot or % of total sale.).
4. If you entered **2** in the **Offered** column, enter your firm's **standard** rate in the **Fees** columns. Please **do not** include the subcontractors' fees. (For example, if your standard rate for planting is \$60/acre but \$55/acre represents the sub-contractor's fees, please report only \$5/acre.) If your fees do not vary by tract size, enter the same rate in all three columns; otherwise enter the appropriate fees for the acreage categories listed.
5. **Standard** rates are those you normally charge for typical conditions, circumstances, and practices in your area. It is understood that extreme conditions, either good or bad, could result in an adjustment in this standard rate.

Services	Offered	Fees (enter typical rate charged)		
		< 100 acres	100-500 acres	>500 acres
Forest Management				
Long Term Management Agreements (provide custodial services, recommend/supervise/implement needed management practices for the landowner on an ongoing basis)				
Management Plan Preparation				
Inventory Cruise (when implemented independently of a timber sale or management plan)				
Stewardship plans				
Timber Sale Administration				
Turnkey operation (cruise, mark, advertise, sell, monitor harvesting, site preparation, and planting)				
Cruise, mark, advertise, and sell				
Clear Cut				
Partial Cut				
Timber Cruising				
Low Intensity				
Medium Intensity				
High Intensity				
Timber Marking				
Pine Stands				
Pulpwood Size Product				
Sawtimber Size Product				
Hardwood Stands				
Site Preparation (except chemical)				
Mechanical (Chop, 3-in-1 plow, Subsoil, etc.) (single pass)				
Mechanical (Chop, 3-in-1 plow, Subsoil, etc.) (multiple passes)				
Bedding				
Windrow (Shear, rake and pile)				

Burning				
Site Preparation				
Release				
Regeneration (Does not include price of seedlings)				
Machine Planting				
Bare Root, Pine				
Container, Pine				
Hardwood				
Hand Planting				
Bare Root, Pine				
Container, Pine				
Hardwood				
Chemical Treatments (Does not include price of chemicals)				
Site Preparation				
Aerial Application				
Ground Application				
Release				
Herbaceous Weed Control				
Aerial Application				
Ground Application				
Woody Vegetation				
Aerial Application				
Ground Application				
TSI (injection)				
Fertilization				
Plantation Establishment				
Mid-Rotation				
Game Management				
Management Plan Preparation				
Habitat Evaluation				
Supervise/Implement Hunting Leases				
Install food plots				

Miscellaneous				
Boundary line maintenance				
Boundary surveying				
Prescribed burning				
Fire line maintenance				
Fire line construction				
Pre-commercial thinning				
Timber stand improvement				
Property Inspections				
Urban Tree Appraisals				
Related Services				
Land Surveying				
Land Sales				
Real Estate Brokerage				
Expert Witness Testimony				
Estate Planning				
Taxation Counseling				
Forest Property Appraisals				
Mapping Services (GPS, GIS, etc.) (Please list services offered and relative costs)				
Other Services (Please list services you provide not listed above and enter fees)				

PART III. Sealed Bid versus NEGOTIATION

This section pertains to a separate study of auctions and direct negotiation as a means of selling timber. However, your input would be extremely helpful to us because of your experience with these two methods.

1. What percentage of your timber sales are sold by negotiation with one or more buyers? _____%
2. Please indicate if the following sale characteristics increase or decrease the likelihood that you would negotiate the sale price with one or more buyers instead of selling the tract by sealed-bid auction.

Sale characteristics (Please check the appropriate column)	Less likely to negotiate	More likely to negotiate	No change
Salvage sales as compared to clearcuts			
First thinnings as compared to clearcuts			
Other partial cuts as compared to clearcuts			
Sale is unusually large (either volume or acreage)			
Sale is unusually small (either volume or acreage)			
A higher than average proportion of sawtimber			
Highly variable timber (species, quantity and/or quality)			
Timber is being sold on a per unit basis (pay-as-cut)			
Unusual contract specifications			

3. Please list any other sale characteristics that would make it more likely that you would negotiate the sale with one or more buyers instead of



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