

# TOWN OF HENNIKER

## Town Forester Services

### Cost Proposal

#### Proposal:

Pricing information for Forest Management Services:

Total cost for preparation of 4 management plans:

o Buehler/Salmon Forest, Lot 739; 55.41 Acres	\$1,800
o Chase Brook Conservation Area, Lot 583; 61.12 Acres	\$1,800
o Colby Hill Road, Lot 86; 113.5 Acres	\$3,000
o Watman Conservation Area, Lots 47, 48, 50; 74.7 Acres	<u>\$2,200</u>
TOTAL COST FOR FOREST MANAGEMENT PLANS:	\$8,800
LESS "GOOD NEIGHBOR DISCOUNT 10%:	<u>-\$880</u>
<b>TOTAL DISCOUNTED COST:</b>	<b>\$7,920</b>

Oversight of Timber Sales: **20%** of stumpage

Other hourly rates work, with prior approval from the town: **\$75/hour**

There is no 5-year contract fee.

Additional information: Please see attached full proposal.

#### References (provide at least 3):

Name / Contact	Phone Number	Year(s)
1. Van Webb, Chair Sunapee CC,	603-863-6493,	since 2016.
2. Phil Brown, Chair Hancock CC,	603-525-4441,	since 2016..
3. Steve Najjar, Vice Chair Weare CC,	603-529-7525,	since 2013.
4. Cheri Domina, Chair Swanzey CC,	603-352-7411,	since 2017,
5. Lionel Chute, Director Sullican County Conservation District,	603-542-9835.,	since 2018.

By signing below you certify the rates above and a full understanding of the services as proposed and outlined in the scope of services.

Name and Title of Authorized Signatory: Laura French, Forester

Signature  Date: 7/26/2023

# Management Proposal

## Town of Henniker Forester Services

RFP No. 09-2023

### Town Forest and Conservation Land

Buehler/Salmon Forest, Lot 739	55.41 Acres
Chase Brook Conservation Area, Lot 583	61.12 Acres
Colby Hill Road, Lot 86	113.5 Acres
Watman Conservation Area, Lots 47, 48, 50	36.60, 17.3, 20.8 Acres

Prepared by:

#### **Meadowsend Consulting Company**

Laura French

NH Licensed Forester #405

PO Box 966

New London, NH 03257

603-526-8686

Meadowsendco.com

ljfrench@meadowsendco.com

July, 2023



## Overview

Meadowsend Consulting Company is pleased to present this Proposal in response to the Request for Proposals from the Town of Henniker Conservation Commission, RFP No. 09-2023. The Town is seeking professional forester services for the creation and administration of forest management plans for Town-owned properties with conservation easements.

## Meadowsend Consulting Company Background

Meadowsend Consulting Company (MCC) is the consulting business for the family-owned forest management company known as Meadowsend Timberlands (MTL). MTL was started as a formal business to manage company owned lands in the early 1990's, adding the consulting division in 1998. The main office for MCC is in New London, NH with field offices in Unity, NH and Washington, VT. Currently, MCC provides long-term, sustainable forest management services for over 200 clients who collectively own approximately 78,000+ acres in New Hampshire & Vermont in addition to the over 31,000 acres of company land owned by MTL. In the local Henniker area, MTL owns the 2,400+ acre Greentree Forest spanning Henniker, Hopkinton and Weare which was also the 2014 NH Tree Farm of the year. MCC manages an additional 1,000 acres of land in the towns of Weare and Deering. Also locally, MCC is forester for the Town of Weare, managing their over 2,500 acres of town forest.

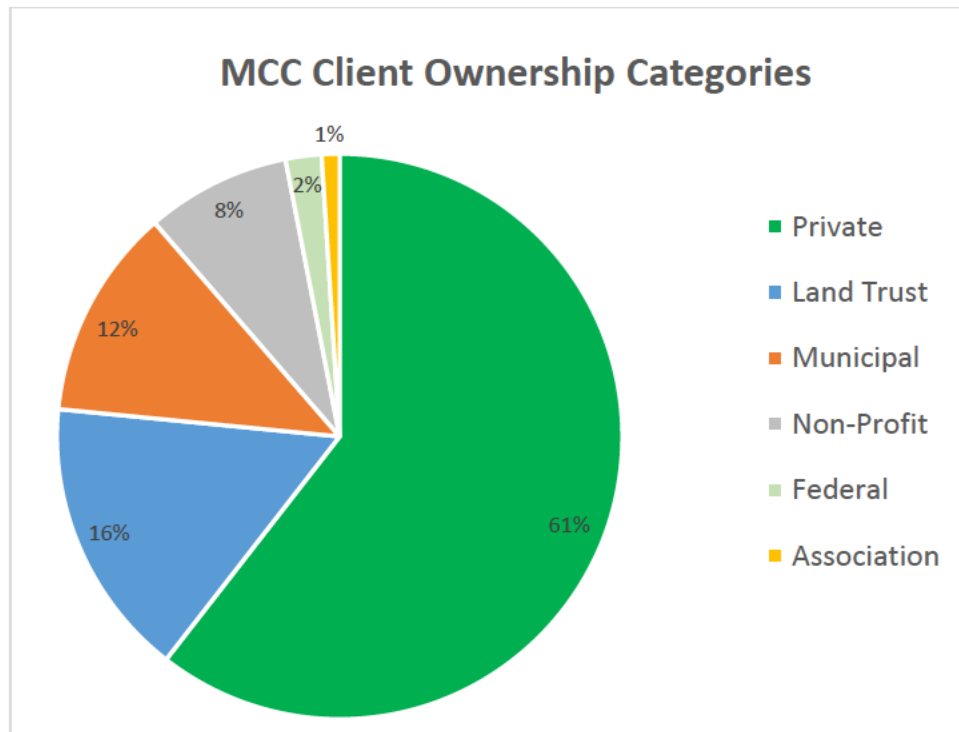
In addition to these local lands, MCC serves as the town forester for Hancock, Nelson, Newport, Sunapee, and Swanzey as well as providing services to the towns of Grantham and Canterbury and also serving as forester for the 2,400-acre Sullivan County lands located in the town of Unity.

MCC is well known and respected in forestry and conservation circles in New Hampshire and the Northeast for taking a long-term sustainable approach to forest management that is honed with progressive science and art. Many of the properties we manage have conservation easements in place that limit development but encourage working forests and farms. In fact, almost 40% of our client lands are conserved with working easements, involving 12 different land trusts. In addition, we are well aligned and compatible with long-term family ownerships and associations, town and publicly held land, non-profits, and land trusts. We encourage you to contact a reference or two to hear what others think.

MCC has a fantastic team, including four licensed foresters, a bookkeeper and office administrator. Our team is based at our main office in New London, New Hampshire. The combined staff forestry experience totals over 80 years. Our managing forester, Jeremy Turner, was the 2023 recipient of the Society of American Foresters Austin Cary award in recognition of outstanding achievement as a practicing forest manager or consultant forester. Three of our licensed foresters are Technical Service Providers for NRCS cost share programs. All of our foresters are affiliated with the Forest Stewards Guild, a professional forestry organization whose mission is to "practice and promote responsible forestry as a means of sustaining the integrity of forest ecosystems and the human community's dependent upon them". In particular, one of the guiding principles of the Forest Stewards Guild holds equal importance in MCC's management philosophy. It states "Our first duty is to forests and their future. When confronted with circumstances that threaten the integrity of the forest and conflict with the Mission and Principles of the Forest Stewards Guild, members must respond through education, advocacy, or where

necessary, disassociation.” Guild membership signifies a commitment to an incomparable forest stewardship ethic.

A complete description of MCC, its philosophies, and the individuals of the team can be found on our web site: [www.meadowsendco.com](http://www.meadowsendco.com). Attached are resumes for two lead foresters for this project, Laura French—inventory, GIS mapping, and management planning, and Jeremy Turner, Managing Forester in charge of operations.



### MCC Management Services

Meadowsend Consulting Company typically maintains ongoing, long-term relationships with all our clients for forest management planning and timber sale management on a project-by-project basis. Timber sales as a rule follow prepared forest management plan recommendations and include a field review, layout of access/landings, marking of trees, pre-harvest planning documentation, engaging suitable markets, hiring appropriate loggers/trucking, supervising the sale, and review of close-out operations after the sale is completed.

Our forest management uses principles from several resources to help guide our management including the publications: Good Forestry in the Granite State and Biodiversity in the Forests of Maine. All of our management operations meet and exceed standards in Good Forestry in the Granite State, AFF Tree Farm, and A Guide to Logging Aesthetics.

We also are committed to investing in furthering our education and training, including recent continuing education programs on adaptive forest management and climate smart forestry/managing forests in the context of a changing climate.

Our extensive experience with forest management provides us with an in-depth understand of New Hampshire Timber Tax laws and requirements including Intent-to Cut, Reports-of-Cut, and

timber grading. We have the competence required to handle procedural matters related to timber harvesting as directed by the Town.

## **Development of Forest Management Plan**

A forest management plan is a valuable document that is co-developed by the landowner and forester. The plans document the natural and associated cultural resources on the ownerships and provide recommendations on how to best manage those resources for the long-term, guided by ownership objectives and meeting the terms of conservation easements or other associated obligations or related program requirements.

Town Forest ownership objectives may or may not be inter-related, but always are the driving force behind management plan recommendations. The forest management process begins with the establishment of these objectives, followed by a natural resource inventory and creation of a draft forest management plan. Additionally, our foresters utilize state of the art GIS mapping software to produce high quality, database linked maps to display information on the ownership including boundary, cultural features, trails, buffer zones and other useful information. The Town of Henniker has already established basic management objectives for their town forest land, as listed in the Request for Proposal for Forest Management Services. Additional time would be spent with Town representatives and other stakeholders to discuss these objectives in more detail, and to explore other unidentified options.

MCC inventory procedure typically includes tallying trees 2 inches and larger in diameter, a regeneration survey of all woody stems involving seedling to 2-inch saplings, and snag and down woody debris data. Notes, maps, photographs and observations are made during the inventory on forest health, timber quality, natural communities, soils, topography, invasives, wildlife habitat, bird habitat, water and wetland resources, access, boundaries, cultural features, past land use, and many other features. Field meetings with the client usually occur at the beginning of this process, and again during the draft review of the forest management plan. The final plan will guide all future planning implementation, specifically those in the following 10 years but also more general long-term goals for the next planning period.

MCC is well known for our real-world, creative and diverse management recommendations, often creating plans that provide “outside of the box” thinking to meet landowner objectives. This is especially useful for ownerships where the public is involved. To this end, we provide public outreach through hosting educational workshops on site. Often, we partner with UNH Cooperative Extension to provide a forum for presenting planned forest management to the general public and other stakeholders, such as regional land trusts. We believe public outreach is a critical component to effective land stewardship on municipal lands.

And example of our “outside the box” thinking involves a project we on with New Hampshire Audubon (NHA). To meet the specific bird habitat conservation goals for NHA, we implemented management principles found in the Audubon "Foresters for the Birds" program into a management plan which utilized site specific breeding bird survey data. We then carried out an active timber sale on their ownership resulting in both improved timber quality and improved bird habitat based on specific Audubon objectives, as well as an economic return. For more information on how this worked on the NH Audubon ownership, please contact us or NH Audubon (contact information below in references).

In another case we worked with the Town of Sunapee to manage their Ledge Pond ownership which is part of the headwaters of Lake Sunapee. This active stewardship plan and project promoted forest health, wildlife habitat, an improved timber base, and watershed protection while also developing a new hiking trail network to help build connections between the people in town and the town forest.

### **Forest Management Plan Contents**

Our planning methods, procedures and documentation produce a flexible and comprehensive planning document based on landowner objectives. The following is a list of our typical management plan components:

Property Map(s)	Aesthetics
Property Location and Brief Description	Conservation Easement
Plan Purpose	Silvicultural Management Techniques
Landowner Objectives	Access
Landscape Perspective	Operational Considerations
Forest History	State and Local Laws and Zoning
Wetland/Water Resources	Other Concerns as appropriate
Topography/Soils	Total Forest Stocking (Volume)
Wildlife Habitat	Forest Stand Data and Descriptions
Rare Species/Unique Natural Communities	Recommended Management Activities
Forest Carbon and Climate Change	10 Year Treatment Schedule
Forest Health	Stand and Soils Map
Invasive Exotic Shrubs	Other Maps as Needed
Archeological/Cultural Attributes	Forestry Terms
Recreation/Education Opportunities	Inventory Procedures

### **Timber Sale Management Services**

To best achieve and exceed ownership goals when carrying out management activities through an active timber sale, it is helpful to engage logging contractors (and other associated agents) who have pride in their work, are passionate about doing the right thing, and have quality experience and professionalism. Typically, with public lands, projects are shown and sold by implementing bid sales. To ensure towns are getting the best quality work in addition to the best price, bid invites should target reputable Professional Logger Program trained logging contractors/mills who have the tools and project-specific experience to meet the goals of a given project. Ideally, demonstration of aforementioned experience, accountability and project success would be required. Other options for implementing sales other than bid exist, and could be discussed with the Town if there is interest.

MCC provides professional, timely, and thorough timber harvest oversight, acting as a representative of the landowner to protect their interests and ensure management meets their goals. We have excellent market connections and experience. Timber sales are based on current

management plan recommendations, but if landowner objectives, market, site, and/or weather conditions differ at the time of the sale an amended prescription will be presented to the Town for review. Typically, all timber sales are marked, and access trails and landings laid out following best management practices to protect water and soil quality, prevent unnecessary soil compaction, and protect aesthetic, wildlife, and cultural resources. We use a customized system that combines tree marking paint and different colored flagging to lay out all details of an active operation. A typical sale would have trees to cut marked with blue paint, “Crop Trees” (trees not to be cut that exhibit special characteristics or are good examples of the desired future forest) are flagged in pink to help clearly communicate harvest goals with the loggers; wetlands and stream systems are flagged in pink; and roads and trails flagged in orange. Other items, such as cultural features and points of interest can be marked as needed. We also provide administrative staff to oversee timely and thorough timber harvest accounting and contracts as needed.

The lead forester is available to report to the Town on a regular basis. Each town harvest project presents an opportunity to exercise a public educational workshop hosted by the Town Forester and UNH Extension.

## Expected Cost and Fee Schedule to Complete Proposed Scope of Work

We understand the Town is operating under a budget. Below is our proposed cost and fee schedule to complete the proposed scope of work. We believe our prices reflect the quality of our work and represent a fair value to the town. We base our price on the typical planning criteria provided to other municipalities, but also have extended a “Good Neighbor” discount of 10% on this proposal to help keep our costs competitive. **Should cost alone be a prohibitive factor, we ask for the opportunity to discuss other payment options and/or cost scenarios before a hiring decision is made.**

### 1. **FOREST MANAGEMENT PLAN PROJECT PRICE AND SERVICES TO BE PROVIDED:**

- A set of 4 Comprehensive Forest Management Plans, one for each forest, meeting specific plan and inventory requirements in RFP, including at least all of the Forest Management Plan Contents listed above, exceeding NH Tree Farm standards, and including GIS maps for management, soils, conservation etc. for the forested acres;
- Included in project fee:
  - One preliminary meeting to discuss landowner goals and objectives for all 4 forests;
  - One presentation/workshop (indoors or in forest) to present the draft or final plan and/or management options (or any related topic the Town is interested in presenting) to interested parties (CC, public etc.);
- Additional meetings/workshops can be provided and will be evaluated on a case-by-case scenario, depending on the situation some may incur an hourly fee;
- Initial enrollment in Tree Farm, if desired;
- Management Plans:
 

○ Buehler/Salmon Forest, Lot 739; 55.41 Acres	\$1,800
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▪ TOTAL COST FOR FOREST MANAGEMENT PLANS:	<b>\$8,800</b>
▪ LESS “GOOD NEIGHBOR DISCOUNT” OF 10%:	-880
▪ TOTAL DISCOUNTED PRICE:	<b>\$7,920</b>

### 2. **OPERATIONS AND TIMBER SALE CONSULTING COSTS:**

- General costs to the town of laying out, public showing, bid selection, mapping, marketing, administrating, and supervising a timber sale are typically covered by a fee of **20%** of the stumpage income;
- Specific costs for Henniker Town Forests will be negotiated through a Forest Services



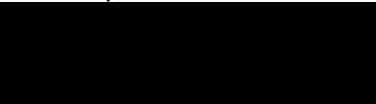
- Agreement prepared prior to the onset of any given harvest activity;
- Unforeseen costs will be at an hourly rate of **\$75/hour**, with prior approval from the Town;
  - One presentation/workshop partnering with interested NH Service Foresters and/or Biologists (ie: UNH Extension) per timber sale for interested parties (CC, public etc.) is included at no extra cost.

### **Timeline and Major Project Milestones**

We feel we would be a great fit to provide forestry services to the Town of Henniker. Given the high demand for our services we work on a "first come first serve" basis. Typically, this means that a given project goes into contract from the date of a signed Forest Services Agreement (FSA) for the planning process. At this point, we would be able to provide draft management plans one year from signed FSA.

Thank you to the Town of Henniker Conservation Commission for this opportunity. Please contact us with any questions you may have regarding this proposal.

Sincerely,



Laura French  
Meadowsend Timberlands Ltd.  
[ljfrench@mtlforests.com](mailto:ljfrench@mtlforests.com)  
603-526-8686 (office)  
603-306-1493 (cell)

## REFERENCES

Van Webb

**Town of Sunapee Conservation Commission, Chair**

**Town Forests**

23 Edgemont St

Sunapee, NH 03782

(603) 863-6493

[vanowebb@gmail.com](mailto:vanowebb@gmail.com)

Phil Brown

**Town of Hancock Conservation Commission, Chair**

**Town Forests**

50 Main Street

PO Box 6

Hancock, NH 03449

603-525-4441

[pbrownnature@gmail.com](mailto:pbrownnature@gmail.com)

Cheri Domina

**Town of Swanzey Conservation Commission, Chair**

**Town Forests**

227 Swanzey Lake Road

Swanzey, NH 03446

(603) 352-7411

[cheri.domina@gmail.com](mailto:cheri.domina@gmail.com)

Steve Najjar

**Town of Weare Conservation Commission, Vice-Chair**

**Town Forests**

15 Flanders Memorial Road

Weare, NH 03281

603-529-7525

[snajjar@yahoo.com](mailto:snajjar@yahoo.com)

Lionel Chute

**Sullivan County Conservation District, Director**

**County Forest**

95 County Farm Road

Unity, NH 03743

603-542-4891

[lchute@sullivancountynh.gov](mailto:lchute@sullivancountynh.gov)

Jack Wozmak

**Keene Dillant Hopkins Airport, Manager**

**City Forests**

80 Airport Road

Swanzey, NH 03446

603-357-9835

[jwozmak@gmail.com](mailto:jwozmak@gmail.com)

## Laura French

64 Johnson Mountain Road  
Unity, NH 03743  
ljfrench@meadowsendco.com  
603-306-1493

### EDUCATION:

**University of Vermont**, Burlington, VT

- Bachelor of Science, Forest Management      Graduation Date: May, 2000
- Bachelor of Arts, Studio Art                      Graduation Date: May, 1993

### WORK EXPERIENCE:

**Meadowsend Timberlands Ltd.**, New London, NH **7/05-present**

**GIS Technician/Forester**

- GIS mapping and database management
- inventory and management planning on company-owned and private/publicly-owned lands
- forest, wildlife, recreation, aesthetics management
- TSP for Cost Share Programs NH & VT; Shoreline Protection Act planning; Adaptive Management Climate Change

**Vermont Department of Forests, Parks and Recreation**, Springfield, VT **12/03-7/05**

**Assistant County Forester, Windsor and Windham Counties**

- administered Vermont's Use Value Appraisal Program
- outreach for private landowners, presentations for local groups and school groups
- assistance with municipal forest management

**Land Stewards**, East Wallingford, VT **5/03-5/04**

**Proprietor and Forester**

- Mission: To help connect people to the land through stewardship, education, and conservation.
- provided outreach, land management and GIS mapping services to private landowners

**Vermont Family Forests**, Bristol, VT **10/02-10/03**

**Director of Forestry**

- facilitated all VFF work relating to forest management and FSC certification

**Vermont Backyard Forest Stewardship Program**, Chittenden Co., VT **4/01-10/02**

**Conservation Forester**

- provided outreach for small private landowners through non-profit organization
- hosted/led workshops on various topics from tree identification to small woodlot management

**R. J. Turner Company**, Bristol, VT **8/00-10/03**

- various GIS mapping and data projects including data-based maps of a 25,000 acre land holding in Vermont

**Upland Forestry**, Bristol, VT **5/99-8/99, 4/00-3/01**

**Field Forester**

- private forest consulting
- industrial landbase timber inventory

**Mead Paper**, Rangeley, ME **5/98-11/98**

**Forestry COOP Internship**- New England Forest Resources Department

- assisted with industrial forest management
- prepared GIS based 1998 ice-damage survey

**University of Vermont**, Burlington, VT **9/97-5/00**

**Teaching Assistant**- Forest Conservation, Dendrology

**Research Assistant**- Butternut Survey

**Technician**-Proctor Maple Research Center

**Student Conservation Association**, Charlestown, NH **5/96-9/97**

**Wilderness Workskills Program Instructor**

**U.S. Forest Service**, Middlebury, VT **9/93-10/94**

**Forestry Technician**- Trail Crew, Wildfire Crew

**Green Mountain Club**, Waterbury, VT **5/93-10/94**

**Trail Crew Leader, Shelter Caretaker**

### MEMBERSHIPS AND CERTIFICATIONS:

**New Hampshire Licensed Forester #405, Vermont Licensed Forester #148.0121866**

**TSP Certified #09-6271**

**Forest Steward Guild**, member since 1998

**Game of Logging**, Level 1 and 2

### ACADEMIC AWARDS:

**UVM Forestry:** Deans Book Award 5/99; W.R. Adams Award 5/00; Luther E. Zai Memorial Award 5/00

**UVM Plant Science:** Lewis Ralph Jones Award 5/00

**Jeremy G. Turner**  
64 Johnson Mt. Road  
Unity, NH 03257  
[jturner@meadowsendco.com](mailto:jturner@meadowsendco.com)

**EDUCATION/  
LICENSURE**

**State of New Hampshire Licensed Forester, #318**  
**State of Vermont Licensed Forester, #121869**  
**Forest Stewardship Council (FSC) Resource Manager** 1999-2010 #SW-FM/COC 90  
**American Tree Farm Inspector, #17822**

**B.S. in Forest Management**, December 1997  
University of New Hampshire, LSA  
Cumulative GPA 3.28 Cum Laude

**A.S. in Forest Technology**, May 1994  
Thompson School of Applied Science, UNH  
Cumulative GPA 3.15

**FORESTRY  
EXPERIENCE**

**Managing Forester**, 2009 - present  
Meadowsend Timberlands Ltd & The Ecosystem Mgt. Co, New London, NH  
In charge of both field and administrative duties on approximately 60,000 acres of family, town, land trust, woodlands in New Hampshire and Vermont. All management activities are geared towards long-term sustainable production of forest products in a way that is ecologically responsible. Management activities include: planning and GIS mapping, timber sale layout and supervision, forest products marketing, boundary maintenance and forest inventory. Administrative duties include: Purchase and sales of properties, conservation easement negotiation, drafting and administration, employee supervision and record keeping.

**Forest Manger**, January 1998-2008  
Meadowsend Timberlands Limited, New London, NH  
Play a significant role in the multi-faceted administration and field management duties of managing the southern region of Company and Client forest land throughout New Hampshire and Vermont.  
Tasks include: Planning, Sales, Marketing, Inventory, Land acquisition, Supervision

**Forest Technician**, Summer 1996 & 1997  
Meadowsend Timberlands Limited, New London, NH  
Apprenticeship like position, learning the field duties of forestry  
Tasks include: Timber marking, Boundary maintenance, Timber cruising

**Forestry Intern**, Summer 1995  
University of New Hampshire-Woodlands Department  
Worked with Graduate students in management planning and inventory of the UNH forest land holdings.  
Tasks include: Timber cruising, Data Entry, Recreational management

**ATTRIBUTES**

Young, motivated, goal committed, organized, honest, ethical, technical/hands on skills. Off-grid life style. Progressively managing our farm and forest of 300 acres in Unity.

**ACTIVITIES**

Active Member of Forest Guild - [foreststewardsguild.org](http://foreststewardsguild.org)  
Active Member of Society of American Foresters [eforester.org](http://eforester.org)  
Town Conservation Committee member involving 12 years experience to date  
Active Board Member of NH Timberland Owners Assoc. [nhtoa.org](http://nhtoa.org)

**AWARDS**

2023-NESAF Austin Cary Practicing Professional Award