

In What Areas Will I Work?

My usual work area includes parts of central Kentucky within a general two county area surrounding Shelbyville. I will also work in parts of Southern Indiana. In Kentucky the area includes Anderson, Bullitt, Carroll, Fayette, Franklin, Gallatin, Hardin, Henry, Jefferson, LaRue, Meade, Mercer, Nelson, Oldham, Owen, Shelby, Spencer, Scott, Trimble, Washington, and Woodford Counties. But I will also consider working in other areas. Call me or email me.

What Are My Fees?

Fees, of course, depend on the job to be performed and travel distance. For timber sales, I normally function much like a real estate agent and usually receive 10% of the timber sale revenue. This is in return for providing the services listed under Timber Sales above. I can almost always generate more money from your timber than if you sold it yourself. This more than offsets the commission. Other services I provide may be contracted on a daily basis or by the job.

Credentials:

I believe that any time you consider hiring someone to represent you, you want to know their credentials. Please consider mine:

- ◆ Member of Association of Consulting Foresters (ACF) and the Kentucky Association of Consulting Foresters (KACF)
- ◆ Over thirty years of forestry experience with the Kentucky Division of Forestry.
- ◆ Co-Author of the Kentucky forestry best management practices for water quality. Now incorporated into Kentucky law, these are required to be followed during all woodland activities.
- ◆ Co-Chairman, the Kentucky Tree Farm Committee, 1988 to 2002, and Chairman, National Tree Farm Convention in 1999.

Woodland Owners:

**Do any of these apply to you?
If they do, you may want my help.**

If you answer "yes" to any of the following questions, then you may want to consider employing a consulting forester:

- ◆ Do you have timber you want to sell and want to get the best possible price while still protecting your property?
- ◆ Do you need someone who is on your side to help you manage a timber sale?
- ◆ Do you need help in contacting reputable potential timber buyers and in preparing and monitoring a timber sale contract to assure that your interests and property are adequately protected?
- ◆ Do you need to know how much timber you have and its value, either for a timber sale, for buying or selling land, or for tax purposes?
- ◆ Has someone stolen timber from your property? Did you know you may be able to receive triple damages if the people who illegally removed your trees didn't give you prior notification of their intention to harvest trees next to your boundary?
- ◆ Will you be involved in any type of legal proceedings regarding forestland?
- ◆ Do you need professional forest planning assistance?

These are some of the most common reasons a landowner chooses to employ a consulting forester. A consulting forester is able to advise and assist you with any woodland problem.



***Specialists in Timber Management
and Environmental Forestry***



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Hello. My name is Cary Perkins and I'm the owner of Bluegrass Consulting Forestry located in Shelbyville, Kentucky.

What is a Consulting Forester?

A consulting forester is a privately employed businessman with a minimum of a B.S. degree in forestry from an accredited college or university who provides professional forestry services to a client for a fee or commission. A consulting forester is your personal representative who is working on your behalf to help solve your forestry-related issues.

I have a B.S. in Forestry and Wildlife Management from Virginia Tech and have been in the forestry profession for over 30 years. During that time I not only worked in the woods as a forester, but also served 21 years as Forest Management Chief of the Kentucky Division of Forestry in Frankfort. In that position, I was charged with developing and overseeing the Commonwealth of Kentucky's forest management program on a statewide basis, including environmental matters. During that time, I also oversaw timber sales on forestland owned by the Division of Forestry for 15 years. In 2002, I retired to pursue forest management in private practice.

***So...the question is...
What can I do for you?***

My specialty is the management of forestland to meet your needs today, including providing income, as well as maintaining and/or enhancing your woods for your children and future generations. This includes implementing and managing timber sales depending on what the woods or a landowner may need or require. Beyond that, I am able to help you with any woodland problem or question you may have. The most common things my clients need help with are:

Forest Management Planning

The first step in any woodland activity is a plan. Know what you have, decide on your goals and objectives and then make a plan on how to achieve them. I can meet with you and help you plan the future of your forestland. A properly managed forest not only provides timber benefits, but also natural beauty, abundant wildlife, quality recreational experiences and high quality water. I can walk over your property with you, help you decide on your woodland goals, and help you prepare a professional plan to meet these goals in the future.

Timber Sales

I am able to assist you by managing a timber sale for you making sure that you get the best possible price for what you sell and seeing that your property and your assets and interests are protected in the process. This includes:

- ◆ Selecting, marking, and measuring the trees to be removed.
- ◆ Preparing a timber sale contract to meet your specific situation.
- ◆ Advertising the timber.
- ◆ Contacting the appropriate buyers.
- ◆ Showing the timber to buyers.
- ◆ Opening bids.
- ◆ Awarding the timber sale contract.

Timber Appraisals and Cruises

Many circumstances arise where someone needs to know the value of a particular tract of timber. I can provide that information based on a cruise (inventory) of the area and an analysis of the volume, tree species, and quality of the trees present to arrive at a fair market value. Or if only a cruise is needed, I can provide that service as well.

Appraisals For Tax Basis

When acquiring a piece of wooded property from which timber may someday be harvested, an appraisal is a necessity to establish a basis of the timber value relative to the land itself for future tax considerations. This is often overlooked by landowners when purchasing property. Not having this information may cost considerably in taxes when a timber sale is made.

Trespass Investigations

Did you know that under Kentucky law (KRS 364.130) if someone crosses your property line and cuts timber on your property without your permission that you are entitled to receive triple damages in court? This law applies if the logger or adjacent landowner did not notify you in advance of their intention to harvest. If called upon, I will estimate the volume and value of any timber illegally cut or removed from your property and then help you recover damages.

Expert Witness Testimony

In cases of timber trespass, theft, or other legal issues related to forestland, I can provide expert witness testimony in court on your behalf.

Other Services

I am also available to provide or assist in environmental impact studies, ecological assessments and a great variety of other things which may in some way be related to forestland.