

Appendix 9

Financial information about the decision options. Twenty owners of large, forested properties (at least 20 ha in total area with at least 4 ha of forest) in Macon County, North Carolina, participated in a structured decision making (SDM) process consisting of two series of workshops with ten landowners each. In each series, landowners evaluated what they can do to their forest to maximize the achievement of their land use objectives. Landowners identified forest management decision options that could help achieve their objectives, and the expected utility of these decision options were evaluated for an average large, private forest (30 ha property with 22 ha of forest) in Macon County, North Carolina. Described here are expected financial figures for an average large, private forest in Macon County. This information was provided by Forest Stewards, the Land Trust for the Little Tennessee, and the Macon County tax assessor and was used to evaluate the decision options since one of the landowners' objectives was to maximize net income.

- At market value
 - Value of \$819,537.60 (\$27,317.92 per ha)
 - Property taxes = 2,286.51 dollars/year * 30 years = \$68,595
- Timber harvest
 - Expenses
 - Create forest management plan = \$1,087.26
 - Update forest management plan twice in 30 years = \$1,087.26
 - Timber sale administration once = \$4,756.77
 - Property tax = 30.17 dollars/year * 30 years = \$904.99
 - Income
 - Crown-thinning = \$9,513.55
 - Group selection = \$12,231.71
 - Shelterwood = \$17,668.02
- Conservation easement
 - Stewardship and legal defense fund
 - Timber harvest = \$10,250
 - No timber harvest = \$5,000
 - Survey = \$6,000
 - Baseline documentation report = \$2,500
 - Attorney and closing costs = \$1,500
 - Property tax
 - Timber harvest = \$904.99
 - No timber harvest = Depends on assessment but generally 50-80% reduction in property value, so assume 65% reduction = \$24,008.37
- Sell 1 ha
 - Sell price = \$27,317.92
 - Taxes on 29 ha = \$66,308.82
 - Variable expenses involved in finding buyer and finalizing sale