



FOREST TER

WOODLAND CIR

Real Forestry for Real Estate: *Enlisting
New Audiences to Expand Your Outreach*

Craig Highfield; Alliance for the Chesapeake Bay



www.forestsforthebay.org



Chesapeake Bay Watershed



-  Chesapeake Bay Watershed
-  State Boundary
-  Chesapeake Bay

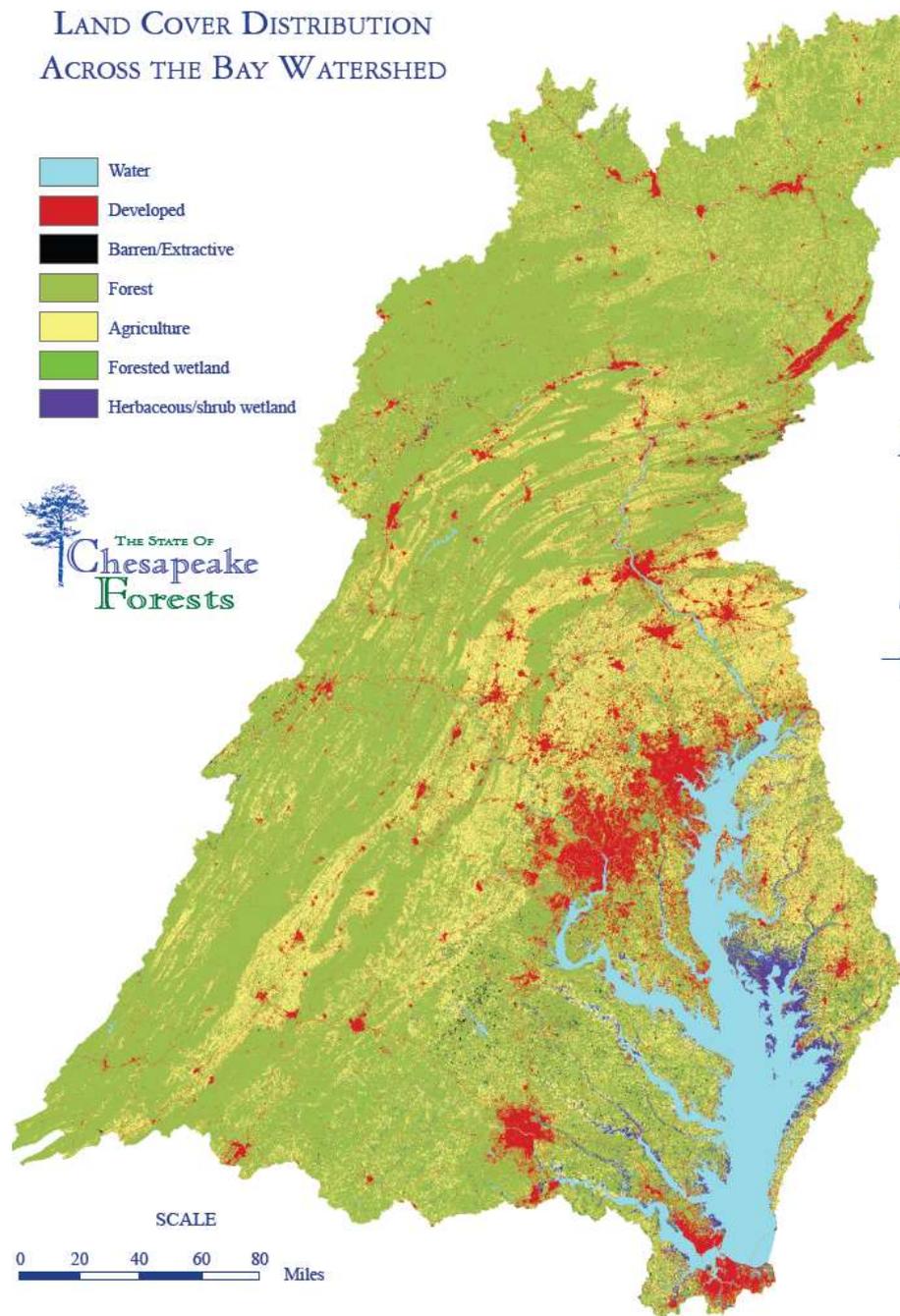


Data Sources: Chesapeake Bay Program
For more information, visit www.chesapeakebay.net
Disclaimer: www.chesapeakebay.net/default.cfm

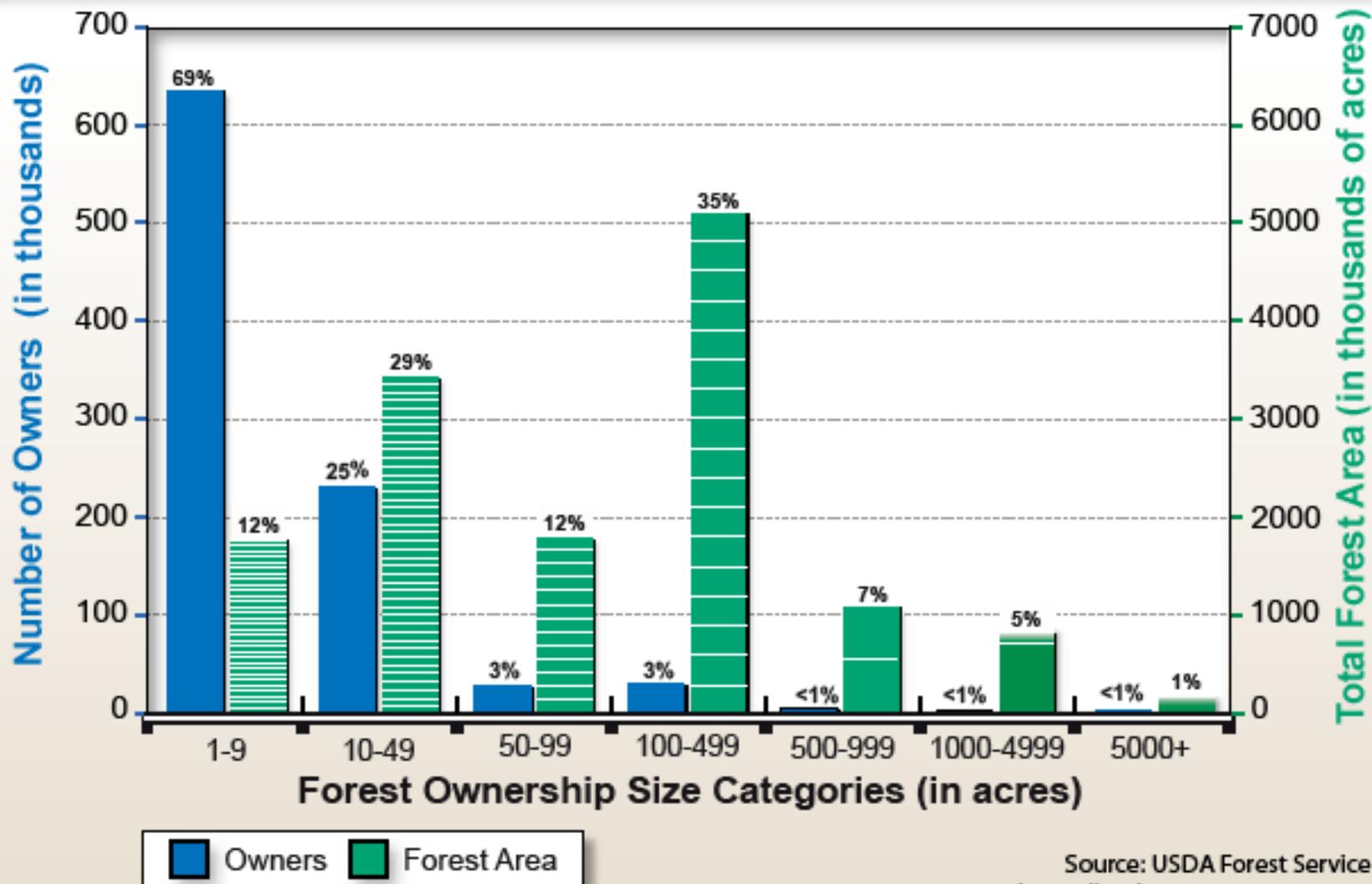


LAND COVER DISTRIBUTION ACROSS THE BAY WATERSHED

- Water
- Developed
- Barren/Extractive
- Forest
- Agriculture
- Forested wetland
- Herbaceous/shrub wetland



Family Owned Forests in the Chesapeake Bay Watershed, 2003



Source: USDA Forest Service
National Woodland Owners Survey 2005

TELE

Tools for Engaging
Landowners Effectively



Sustaining Family Forests Initiative

Types of owners

Woodland Retreat (57%)

Recreation and beauty

Service/white collar
workers

Want help

Appeal to sense of
responsibility



Types of owners

Working the Land (18%)

Aesthetics and investments

Farmers/blue collar workers

Skeptical, but want information

Affirm outdoorsy lifestyle



Types of owners

Uninterested (23%)

Part of property
Heirs and privacy



Supplemental Income (2%)

Financial investment
Large tracts



Top Reasons for owning

1. Nature



2. Beauty



3. Privacy



4. Hunting



5. Heirs





Managing Invasive Plants in your Woods

Woodlands have always provided us a myriad of services like filtering our air, cleaning our water, supplying wood/fiber and providing habitat. The introduction and spread of invasive plants throughout our region is impeding the ability of our woods to furnish these benefits. Controlling the spread of these invasive plants can be overwhelming.

Please join us to learn more about strategies for managing these invaders on your land and to discover resources and incentives available to help you in your efforts.

WIEN
Wednesday, August 31st, 2011
6:30 PM -- 9:00 PM

WIENS
Agricultural Science Center & Park Park
111 Research Road
Cockeysville, MD

COST - \$10.00

For more information or registration contact:
Craig Hightower
Forestry Use On Day
(410) 347-8752
<http://www.dnr.state.md.us/forestry/>

Transcriptions
Inquire about all your transcriptions in the woods:
<http://www.dnr.state.md.us/forestry/>

OR Mail the completed form and check made payable to:
Forestry Use On Day
212 Seneca Avenue, Suite 200
Annapolis, MD 21403
Attn: Craig Hightower

Make check payable to:
Maryland Forest Association

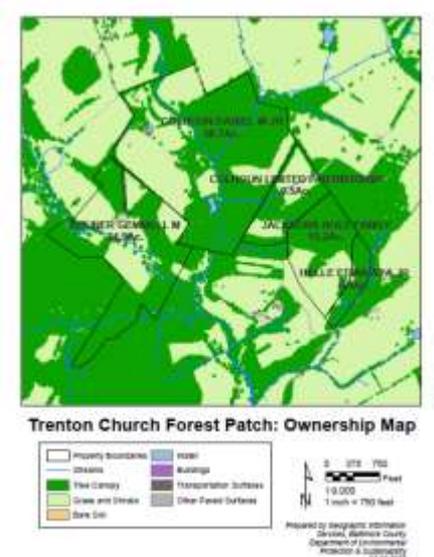
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WALKING THE WOODS

Collected Writings on the Chesapeake's Forests

BY TOM HEITON PHOTOGRAPHY BY MICHAEL LAND



The Woods in Your Backyard

Learning to Create and Enhance Natural Areas Around Your Home

By



8/15/2014

Colhoun Farm

A Conservation Funding Assessment

Alliance for the Chesapeake Bay

Colhoun Farm is a 100-acre property located in the heart of the Chesapeake Bay watershed. The farm is currently owned and operated by the Colhoun family. The property is primarily used for agriculture, but it also contains a significant amount of natural habitat. The farm is situated on a hillside overlooking the Chesapeake Bay. The property is surrounded by a mix of forest, fields, and water. The Colhoun family has a long history of farming on the property. They have a deep appreciation for the natural resources of the area and are committed to preserving them for future generations. The farm is a beautiful and productive place. It is a great example of how agriculture and conservation can go hand in hand. The Colhoun family is proud to be a part of the Chesapeake Bay watershed and is committed to protecting its natural resources. The farm is a valuable asset to the community and is a source of pride for the Colhoun family. The farm is a beautiful and productive place. It is a great example of how agriculture and conservation can go hand in hand. The Colhoun family is proud to be a part of the Chesapeake Bay watershed and is committed to protecting its natural resources. The farm is a valuable asset to the community and is a source of pride for the Colhoun family.

BAY JOURNAL • JUNE 2014

Leave a legacy for Chesapeake forests – plant oak trees

Chesapeake Bay

Planting oak trees in the woods is a great way to help restore the forest. Oak trees are a keystone species in the Chesapeake Bay watershed. They provide habitat for many native species, including birds, mammals, and insects. Oak trees also play a vital role in the forest's carbon cycle. They store carbon in their trunks and branches, and they release it back into the atmosphere when they die and decompose. Planting oak trees can help reduce the amount of carbon dioxide in the atmosphere and slow down the effects of climate change. The Chesapeake Bay watershed is home to many beautiful forests. These forests are a source of pride for the people who live there. They provide a place where people can enjoy nature and get some exercise. They also provide a source of timber and other forest products. The Chesapeake Bay watershed is a special place. It is a place where nature is still thriving. We can help protect it by planting oak trees. Let's all do our part to leave a legacy for Chesapeake forests.

Ties to the Land

Your Family Forest Heritage

Your Guide to Succession Planning for an Orderly Transition

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.



Meet Don & Linda Grove

We wanted to increase the wildlife populations and make some money on our investment. In fact, the biggest improvement in our woods would be the increase in wildlife populations.

[Continue reading about Don & Linda »](#)

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.



3. Never Stop Learning

Benefits

Map My Property

My Account

Create an Account ▶

Log In ▶

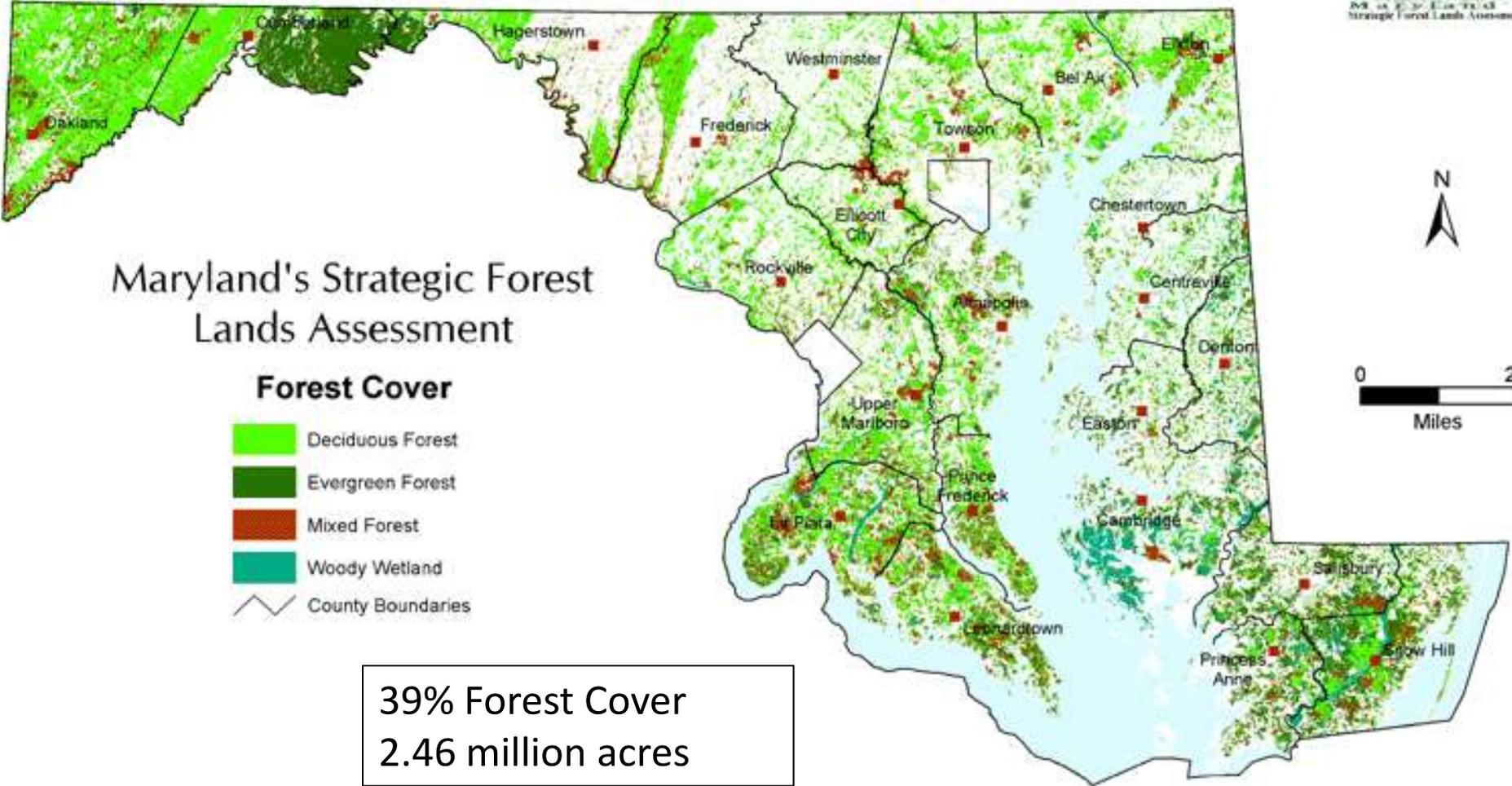
Get Started

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



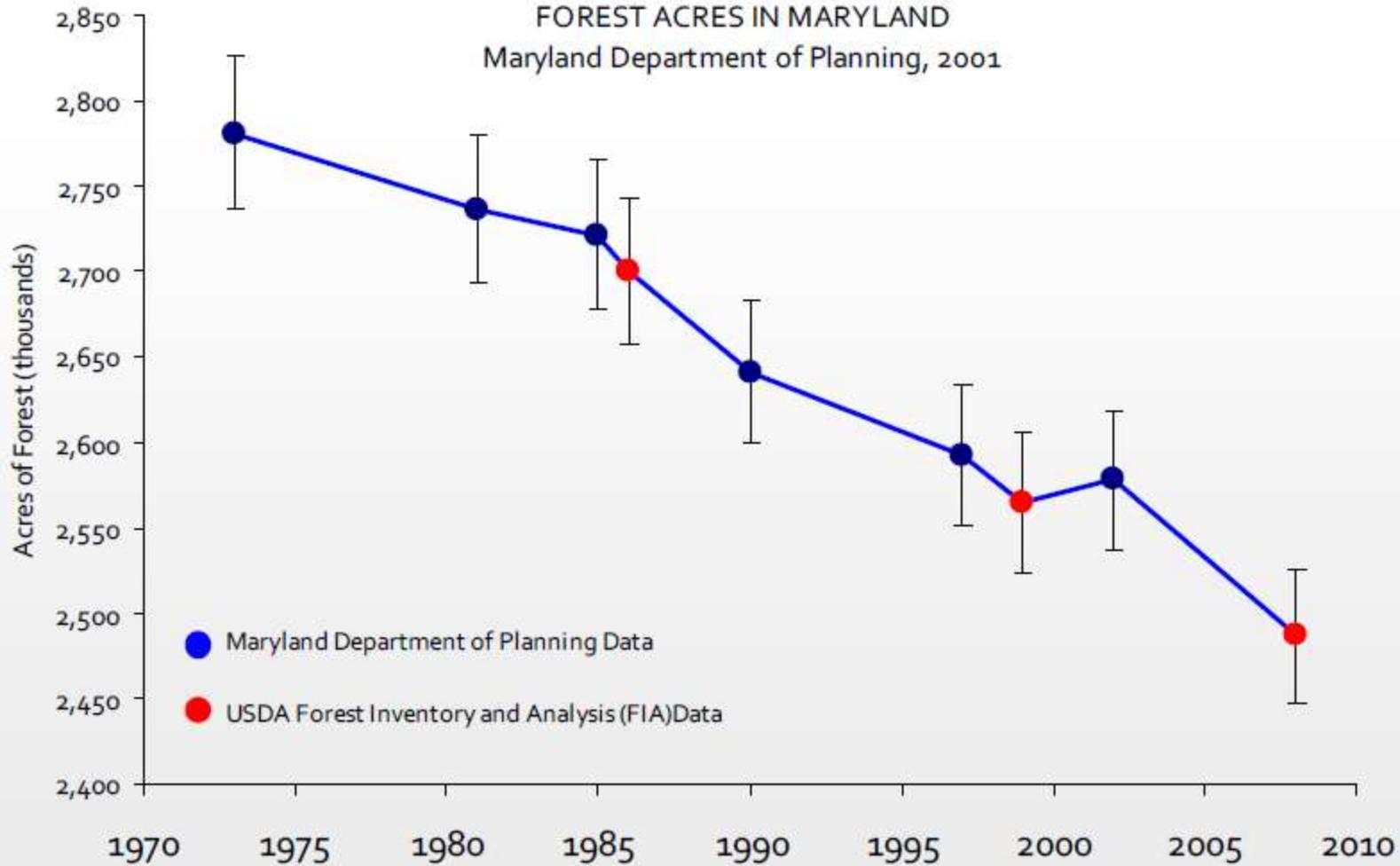


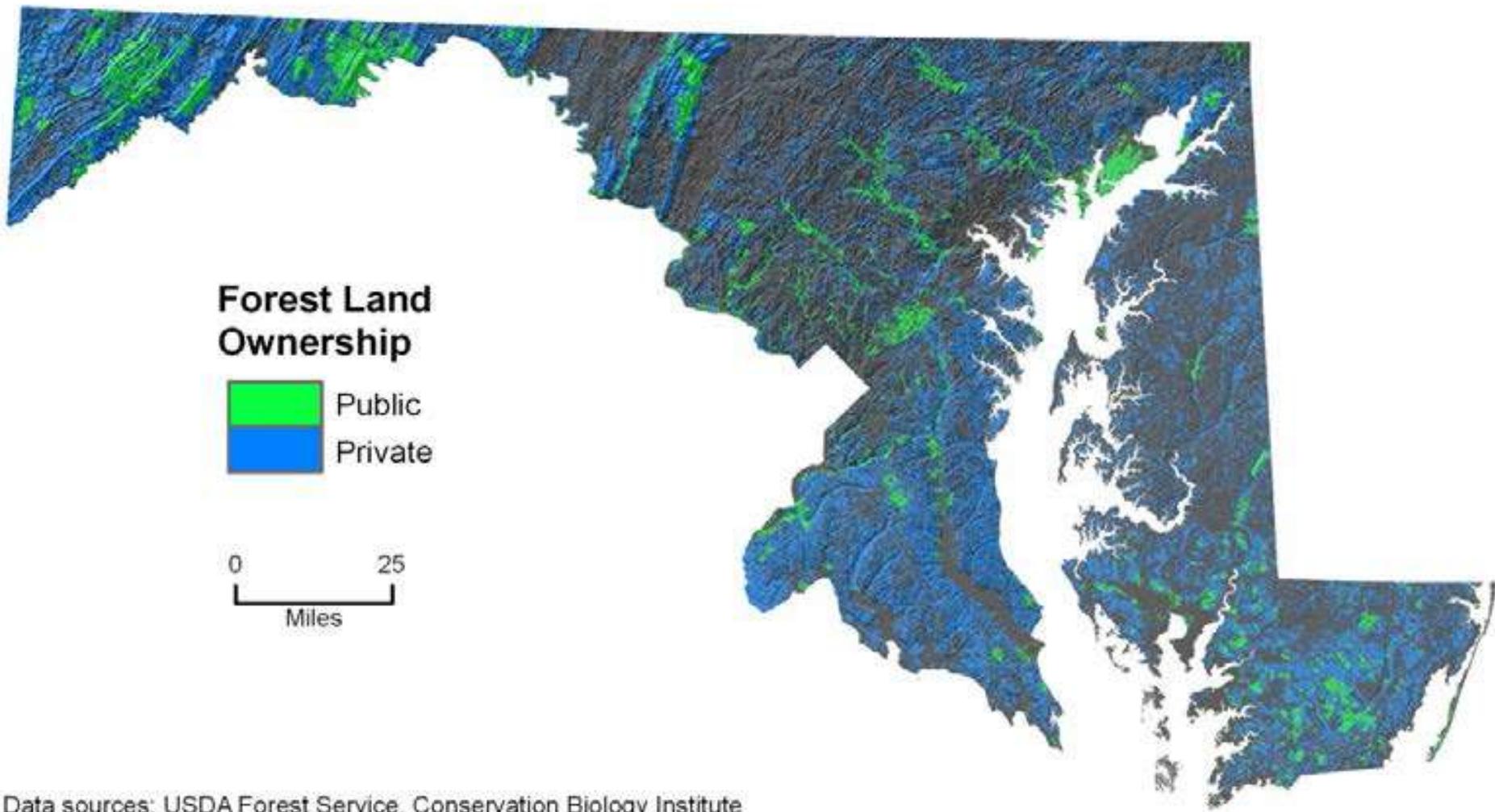
Maryland's Strategic Forest Lands Assessment

- Forest Cover**
- Deciduous Forest
 - Evergreen Forest
 - Mixed Forest
 - Woody Wetland
 - County Boundaries

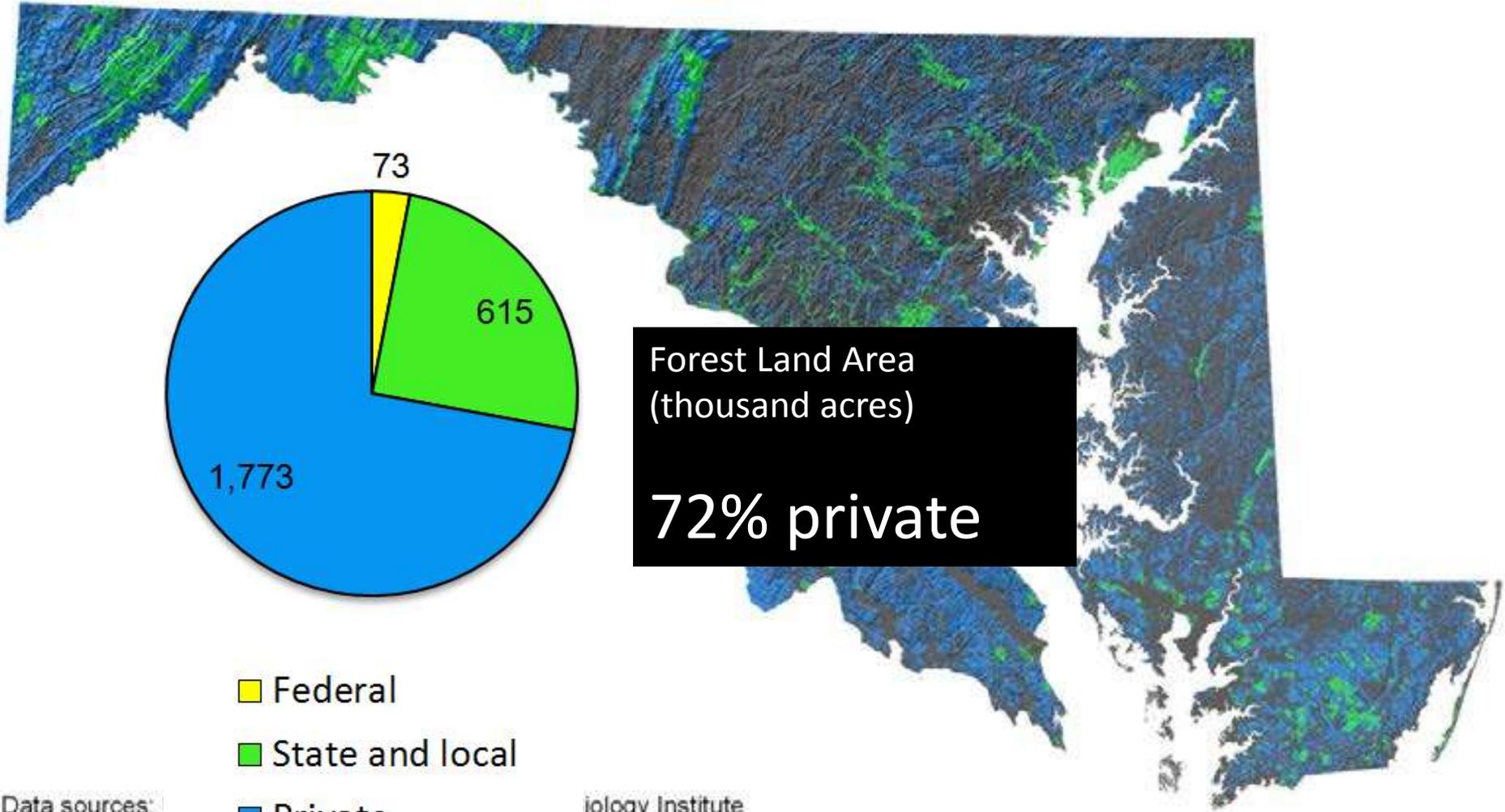
39% Forest Cover
2.46 million acres

FOREST ACRES IN MARYLAND Maryland Department of Planning, 2001





Data sources: USDA Forest Service, Conservation Biology Institute Protected Areas Database, National Land Cover Database 2001. Geographic base data provided by the National Atlas of the USA.



Data sources:
Protected Area

Geographic base data provided by the National Atlas of the USA.

iology Institute
abase 2001.



Real Forestry for Real Estate 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 real estate professionals by teaching them to better understand their product, properties with woodlands, and a growing sector of clientele, prospective woodland owners.

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Real Forestry for Real Estate



Real Forestry for Real Estate



Virginia Forest Landowner Education Program



STATE OF MARYLAND

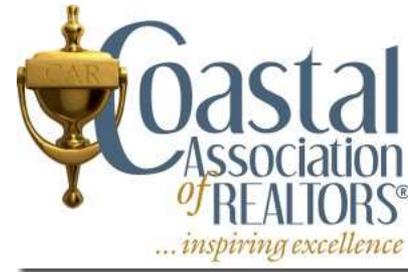
DLLR

DEPARTMENT OF LABOR, LICENSING AND REGULATION

Maryland Real Estate Commission



Maryland Real Estate Commission





3 hour Course or 3 CEU's

- Value of Owning Woodlands
- Maryland Woodland's – Why they look they way they do?
- Who are these potential clients and why are they buying land?
- Forest Ecology
- Owning Woodlands 101
- Common Trees (and their saleable attributes)
- Discussion of Resources



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](#) -> Resources

Maryland Realtors Natural Resources Portal

Assorted Media



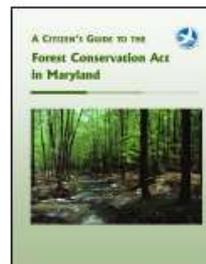
MD Licensed Consulting & Industrial Foresters



Maryland Forest Conservation Management Program



Maryland Woodland Incentive Program



Welcome to Your Woods

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



Craig Highfield and Eric Sprague



Welcome to Your Woods!

Maryland's woods help to make our state the "land of pleasant living" by cleaning the air, naturally filtering drinking water, creating jobs and conserving wildlife. Your woods can also boost your property value, lower your energy bills and provide many other benefits to you each day.

Of the 2.5 million acres of woodlands in our state, the vast majority are owned by people like you, private individuals and their families. That means that vast majority of the wildlife habitat, drinking water, wood products for home building, and clean air are managed by people like you.

The first step to maintaining these natural benefits is to get out and use your woods. Go hiking, go fishing or have a picnic. As you learn what you value most — protecting nature, viewing fall colors, generating extra income, etc. — the Maryland Forest Service and its partners like Forest for the Bay can help you figure out what to do next.

This guide will help you get to know your woods by walking you through the numerous benefits that your woods provide, the ways your woods work and change over time, and how you can find people and resources to help you meet your goals.

We are glad you are here. Now go out and enjoy your woods.

Sincerely,



Don Van Hassent

Acting Director/State Forester
Maryland Department of Natural Resources/Forest Service



Welcome to Your Woods

1. Your Woods are Working for You
2. The Woods of Maryland
3. Your Woods and Your Wallet
4. Keeping Your Woods Working for You
5. Helpful Organizations

Craig Highfield and Eric Sprague



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.forestsforthabay.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



Real Forestry for Real Estate Course

6 courses

140 participants

“You Guys Rock!”

“I am recommending this course
to my colleagues”

“Best Real Estate course I’ve ever
taken”

“Finally, something different”

“I normally yawn at these things, but I didn’t yawn once”

“It looked like it didn’t suck”



Real Forestry for Real Estate for 2015

- Offer again with existing partners
- Washington County
- Maryland Association of Realtors Conference

Real Forestry for Real Estate II –
Allegany College, April 2015

Spring of 2015



Welcome to Your Woods

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



Craig Highfield and Eric Sprague



Welcome to Your Woods

Learn about the benefits of owning woods in West Virginia and the resources that are available to help you



Craig Highfield, Eric Sprague, and
Jenny McGarvey



Welcome to the Woods

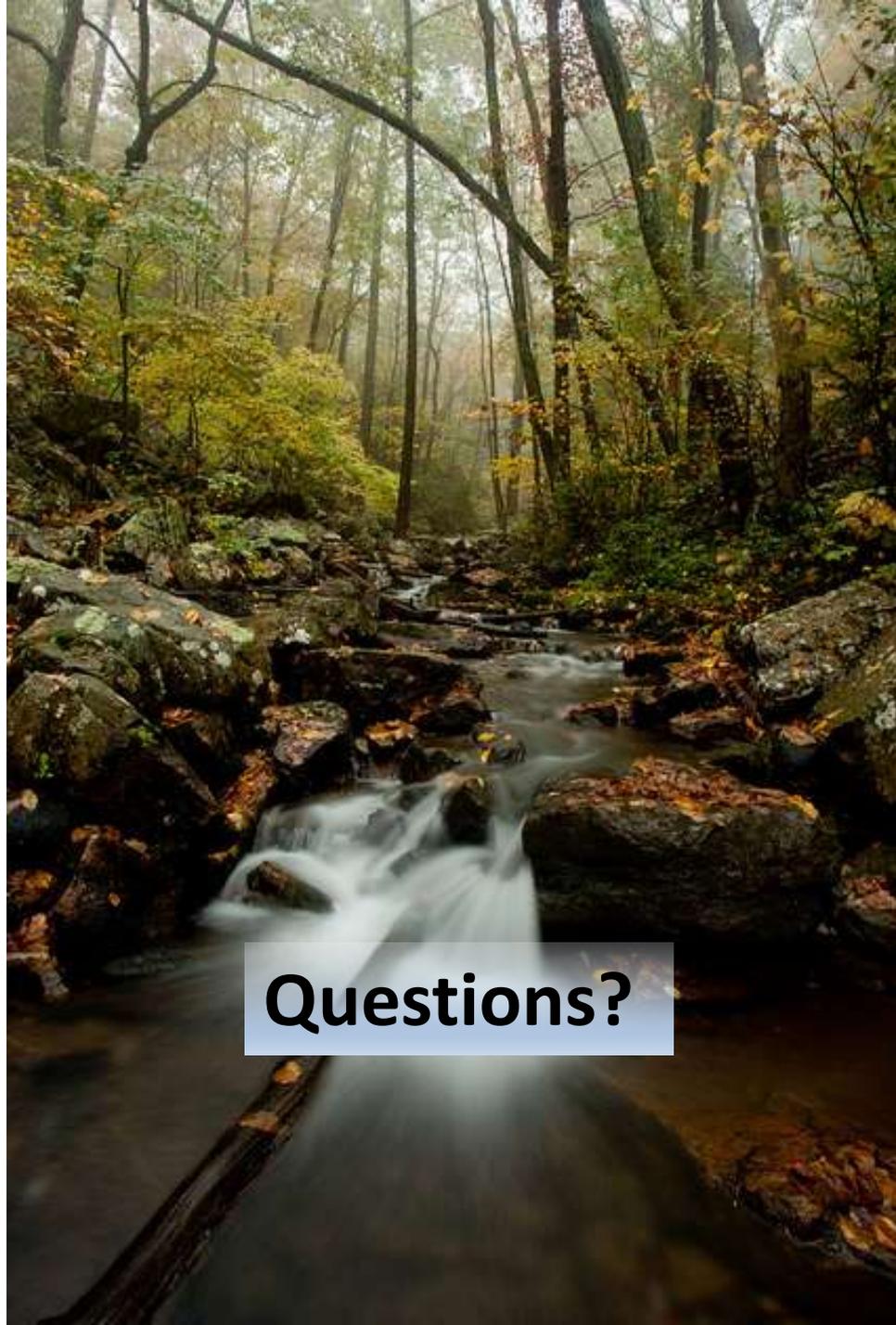
Learn about the benefits of owning woods and the resources that are available to help you



Virginia
Cooperative
Extension



Virginia Tech
Protect the Future
2024/03/08



Questions?