

# Forestry Assistance Program: Referral List for Otsego, Crawford and Roscommon Counties

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## Forestry Assistance Program

### **Technical Assistance Procedure**

1. Landowner contacts the District Forester to set up a site visit for property evaluation.
2. During site visit, the District Forester can discuss all questions you have regarding your property. They will also give recommendations for how to manage to the property to meet your goals.
3. If a landowner requires further assistance that cannot be provided by the District Forester (such as writing a management plan, negotiating a timber harvest, etc.), they can provide the landowner with a list of individuals that can provide the required service. OR
4. The landowner can request a referral by the District Forester to natural resource professionals that can provide the required service.

### **How Referrals Work**

1. The District Forester can provide referrals to the private sector on behalf of a landowner.
2. They will send out a request for the landowner's required service (management plan, timber harvest, consultation, etc.) by email and online.
3. None of the landowner's personal information (name, address, etc.) will be listed in the referral.
4. When a forestry professional wants to take on a landowner's job, they will contact the District Forester directly to express their interest.
5. The District Forester will contact the landowner and provide them with the forestry professional's contact information (via email or USPS).
6. The landowner can then contact the forestry professionals on their list to discuss the job further.

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## Description of Service Providers

**Private and Consulting Foresters** are independent entities. They are often highly trained and highly recommended individuals with a great deal of experience. Commonly a great deal of their business is done through word of mouth, relying on the landowner's positive experience to act as their advertising. They will often work with Procurement Foresters as the landowner's representative and they usually have a number of logging crews who they will recommend to work with as well. Depending on their certifications, Consultants will do a number of things for a private landowner including timber appraisal, marking and sale administration, pest management, mapping, management plans, and timber taxation assistance. Professional foresters can be certified with the Society of American Foresters. This means they had to meet a number of requirements including a detailed educational background, at least 5 years of experience, as well as fulfilling annual credit requirements through workshops, seminars, and other courses to maintain their Certified Forester status. The Association of Consulting Foresters is a professional society for consultants with a code of ethics to guide foresters to do exceptional forest management. Some of these consultants have also gone through state and federal programs (and are considered Qualified Foresters and/or Technical Service Providers) in order to offer landowners assistance in enrolling in forestland tax incentive (ex. Qualified Forest Program) and cost-share programs (ex. Environmental Quality Incentives Program).

**Industrial/Procurement Foresters** are similar to timber buyers with two major exceptions:

- 1) They are professionally trained foresters
- 2) They often offer a range of other services to private landowners.

Most have a 4 year degree in Forestry or natural resource management and/or several years of experience along with a number of certifications. Certifications are important for sustainable forest management because forest management is a science and like all science, it is continuously building with new ideas, growing data, and innovative equipment. Larger sawmills hire Procurement Foresters to administer the sale and the harvest operations to meet the production needs of the mill. As a service provided to private landowners, often times procurement or Industrial Foresters will act as consultants providing management advice on everything from planting recommendations, wetlands and wildlife management, and forest inventories. Most of our forest industry has been in business for a long time and counts on staying in business over the long run. They provide privatelands programs to maintain that contact with landowners over a longer period of time. While those Foresters working for an SFI certified industry do provide quality and Society of American Foresters (SAF) approved management information, the forester's primary responsibility is to their employer. However, there are a number of Industry Foresters who are certified with SAF, registered with the State, and who also participate in numerous forestry outreach and educational activities. These Foresters have the same, if not more

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educational/experience background along with the same certifications and trainings as many Private and Consulting Foresters and can provide landowners with a range of services.

**Loggers** are made up of a crew on the ground cutting trees and moving logs. They are commonly independent small businesses. These guys do hard labor whether it's cutting with a hand-crew (using chainsaws) or with a harvester (mechanized equipment). An efficient operation divides the job into cutting trees, bucking logs, skidding logs out of the woods, and loading and trucking logs off site. Work is split up to maximize yield per hour or per day (usually measured in cords or tons cut) and to efficiently use heavy equipment. Loggers have little or no control over cost variable such as the weather and how often their equipment breaks down. But they have complete control over how much they pay for the timber that they are harvesting. A successful logging operation does not pay any more than they need to for timber. Every logging company operates different types and combinations of equipment which might make them more or less suitable for a particular timber harvest. For example, whole tree skidding (removing trees from the forest) is very efficient and frequently involves chipping the tops but is difficult to perform in a selection harvest (single tree or small groups of trees removed). A logging company might produce timber for a sawmill or entity who owns some timber cutting rights. Some loggers will buy standing timber from state or private sales. Sometimes they may even have a forester look over the stand, help mark, or advise them on a harvest plan. Loggers can do outstanding work if the harvest is done right, and the harvest meets the landowner's goals. Those same loggers can do a poor job at another site due to poor forest management practices or simply because the landowner did not have a realistic expectation of what to expect. Therefore it can be difficult for landowners to work directly with loggers. Indications of a good logger is being a Certified Logging Professional, Master Logger, or a member in the American Loggers Council, membership with the Michigan Association of Timbermen, and/or having Sustainable Forestry Education (SFE) credits. Some loggers have cultivated a relationship with a forester and it is a good idea to find out their certifications and affiliations. This isn't to say that there aren't great loggers out there who don't have these credentials. These statements are made generally and are intended to clarify for landowners the qualifications of professionals in the forestry field.

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## Things to Consider Before a Timber Harvest

1. Hire a professional forester to help you with the entire process.
2. Don't accept a single offer.
3. Always use a written contract.
4. Don't automatically assume that "select cutting" is good forestry.
5. Don't be frightened if someone mentions clear cutting.
6. Make certain that the logger complies with all state regulations and workman's compensation laws.
7. Work with the forester and logger to set up a system of roads, skidways, and landing areas.
8. Make sure a harvest time frame is understood.
9. Decide if you want a lump-sum or scale sale.
10. Consider the income tax implications of a timber sale.

*Adapted from MSU Extension Article "Got Timber?" By Bill Cook*

## **Here are some questions to ask the forester/ things to consider in a contract:**

1. What are your professional qualifications? Do you have any certifications? Do you belong to any professional associations?
2. Do you carry insurance for liability & worker's comp.?
3. What trees are going to be cut? Will there be any paint marks? The more specific, the better.
4. What are you going to get paid and when? How does the payment work for stumpage?
5. What is your experience working in the woods? Other forest types, parts of the county etc.
6. What is the completion date of the work to be done?

Recommended book for purchase: **A Landowner's Guide to Managing Your Woods – How to maintain a small acreage for long-term health, biodiversity and high quality timber production.** By: Ann Larkin Hansen, Mike Severson, Dennis L. Waterman.

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## Timber Buyers, Producers, Loggers and Sawmills

Name	Company	Address	Phone	Email	Notes	Qualifications/ Certifications
<b>Tim Morris</b>	Morris Logging and Forest Management	981 Morris Rd. East Jordan, MI 49727	231-536-7413		Hardwood selective cutting	
<b>Joe Flaherty</b>	Deering Tree Services	2233 Irene Ave, Grayling, MI 49738	989-370-4706	dtsforester@deeringtreeservice.com	Hardwood and softwood	Registered Forester #3301046059
<b>Joe Kaiser</b>	Quality Hardwoods	4995 N. South Service Rd. Hessel, MI 49745	517-896-9823	joe@qualityhardwoodsinc.com	Specializes in helping landowners with high quality hard maple and red oak sawtimber and veneer	Registered Forester for 30+ years
<b>Dave Haskill</b>	Dave Haskill Forest Products	10228 Sparr Rd. Johannesburg, MI 49751	989-705-8525		Firewood, Small Acreage	-Not Taking New Jobs as of March 2021 until Farther Notice
<b>Aaron Moody</b>	Michigan Timber Services/ Michigan Timber Sawmill	21909 county road 624. Hillman 49746	989-266-2417	aaronmmts@gmail.com	Hardwood scrag and pulp. 30 acre min.	Qualified logging Professional SFI Michigan Master Logger

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<b>Bill Morrey</b>	Bill Morrey Wood	212 Campton, Gaylord MI 49375	989-448- 2176		Small acreage harvests and firewood	
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## Industrial/Procurement Foresters

Name	Company	Address	Phone	Email	Notes	Qualifications/ Certifications
<b>Craig Foy</b>	AJD Forest Products	PO Box 629 Grayling, MI 49739	989-348-5412	craig@ajdforestproducts.com	Hardwood, aspen, oak	
<b>Mitchell Beach</b>	Biewer Forest Management	4724 W M- 32 Gaylord, MI 49735	231.878.8110	mibeach@biewerlumber.com	Pine and Spruce Otsego County	Registered Forester
<b>Mike Elenz</b>	Elenz Inc.	1829 Calkins Dr. Gaylord, MI 49735	989-732-7233	mike@elenz.org	Hardwood, aspen and softwood	
<b>Tony Furlich</b>	Hydrolake Inc.	6151 West Gerwoude Dr. McBain, MI 49657	231-825-2233	tony_furlich@uscco.com	Specialize in Red pine Utility Poles	QFP Plan Writer
	J.M. Longyear, LLC	210 N. Front St. Marquette, Mi 49855		@jmlongyear.com	Hardwood, and Possible Softwood.	
<b>Mike Castle</b>	Northwest Hardwoods	3293 County Rd. 491	Cell: 989-390- 1356	Mike.castle@northwesthardwoods.com		

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		Lewiston, MI 49756				
<b>Jeff Major</b>	Weyerhaeuser Co.	4111 W. Four Mile Rd. Grayling, MI 49738	906-287-1077	jeffrey.major@weyerhaeuser.com	Hardwood, softwood, aspen pulp (Crawford)	
<b>Jim Malloy</b>	Weyerhaeuser Co.	4111 W. Four Mile Rd. Grayling, MI 49738	231-384-5263	Jim.Malloy@weyerhaeuser.com	Hardwood, softwood, aspen pulp (Otsego)	SAF Certified Forester
<b>Patrick Jacques</b>		1341 Monument Rd. Tawas City, MI 48763	989-254-8322	jacquesforestry@gmail.com	Roscommon County Full Service Forest Management	Registered Forester
<b>Billie Morell</b>	Precision Forestry	4285 S. County Line Rd Onaway, MI 49765	989-733-2227	mdtass@hotmail.com	All products and firewood	
<b>Tony Fox</b>	Fox Forestry	Lake City, MI 49651	231-429-1609	tonyfox15@gmail.com	Full Service Consultant	QFP Plan Writer
<b>Richard Fitzgerald</b>	Bear Lake Services		989-858-0327	bearlakeservices@gmail.com	Firewood cutting	

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## Consulting Foresters

Name	Company	Address	Phone	Email	Qualifications/ Certifications
Keith Martell, Jr.	Martell Forestry	207 Arrowhead Trail Gaylord, MI 49735	Cell: 989-370- 7079 Office: 989-732- 6774	keith@martellforestry.com	QFP Plan Writer Forest Stewardship plan Writer Tree Farm Inspector
Keith (Boots) Martell, III	Martell Forestry	207 Arrowhead Trail Gaylord, MI 49735	Cell: 906-281- 1629	bootsmartell@gmail.com	QFP Plan Writer
Susan Metcalfe	Metcalfe Forestry	402 Chestnut St. Grayling, MI 49738	Cell: 989-619- 7086 Office: 989-348- 3596	metcalfeforestry@yahoo.com	Timber tax experts QFP Plan Writer Forest Stewardship plan Writer Tree Farm Inspector
Ivan Witt	Ivan Witt Forestry Consultants, Inc.	5105 Nowak Rd. Gaylord, MI 49735	989-370-9754	ivanewitt@gmail.com	QFP Plan Writer Certified Mushroom Inspector Forest Stewardship plan Writer
Joe Flaherty	Michigan Lumber and Wood Fiber	PO Box 97 Comins, MI 48619	989-745-8030	Flaher12@yahoo.com	QFP Plan Writer
Steve Alguire	J.S. Alguire Consulting Forestry Services, Inc.	3800 S. Lee Point Rd. Suttons Bay, MI 49682	231-590-3801	salguire@aol.com	QFP Plan Writer Forest Stewardship plan Writer

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Paul Call		1727 West Cherry Creek Mio, MI 48647	989-889-1104	Paulcall1727@yahoo.com	
Russell Williams	Russell Williams Forestry, LLC	6917 Loud Dr. Oscoda, MI 48750	989-310-6408	jrwofforestry@gmail.com	QFP Plan Writer Forest Stewardship plan Writer
Shawna Meyer	Natural Resource Insight	934 Thomas Street, Ste1 Grand Rapids, MI 49506	517-388-6954	Shawnameyer1@gmail.com	QFP Plan Writer Forest Stewardship plan Writer
Hunter Fodor	Hunters Land Management LLC	3012 Grant St Coleman, MI 48618	517-425-2192	Hunterslandmanagementllc@gmail.com	QFP Plan Writer

## NRCS Technical Service Providers

Name	Company	Address	Phone	Email
Shawn David Cannon		1821 12 <sup>th</sup> Rd. Bark River, MI 49807	(906) 241-3141	shwcannon@hotmail.com
Douglas Curry		8323 25.3 Lane Rapid River, MI 49878	(906) 241-7738	curryd@chartermi.net
Jason Darling	Darling Forestry, LLC	2725 Lamb Rd. Mason, MI 48854	(517) 243-2000	jason@darlingforestry.com
Paul Drysdale	Drysdale Forestry	3557 Pebble Creek Dr. Cadillac, MI 49601	(231) 779-2989	paul@drysdaleforestry.com

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Ivan Witt	Ivan Witt Forestry Consultants, Inc.	5105 Nowak Rd Gaylord, MI 49735	(989)-370-9754	ivanewitt@gmail.com
Dennis Good		1107 South Lacey Lake Rd. Charlotte, MI 48813	(517) 543-7864	dgoodforest@gmail.com
Jenilee Dean	Northeast Michigan Forestry, LLC	411 Oates Rd Tawas City, MI 48763	(734) 272-2365	northeastmiforestry@gmail.com
Thomas Jacques		1251 Sparton Rd. Tawas City, MI 48763	(989) 329-8079	jacquesforest@yahoo.com
FMark Janke		2676 111 <sup>th</sup> Ave. Allegan, MI 49010	(269) 330-0347	mark@michiganforester.com
Keith Martell	Martell Forestry	205 Arrowhead Trl. Gaylord, MI 49735	(989) 732-6774	keith@martellforestry.com
Liana May		620 2 <sup>nd</sup> St. Suite G Traverse City, MI 49684	(231) 835-0636	lianamay@gmail.com
Richard Meisterheim		4281 Rondo Rd. Wolverine, MI 49799	(231) 268-9080	Env_visions@yahoo.com
William Reynolds		3005 Pine Island Lake Rd Eagle River, WI 54521	(715) 891-2778	reycforestry@gmail.com
Daniel Schillinger	Schillinger Forestry, LLC	1826 Perry's Loop Traverse City, MI 49685	(231) 947-8921	schillingerforestry@gmail.com
Brandon Bal	American Forest Management	850 W Sharon Ave. Houghton, MI 49931	(906) 523-9692	brandon.bal@afmforest.com
Jeffrey Tuller		5433 Colby Rd Owosso, MI 48867	(810) 841-4414	tuller@straightturn.com
Brock Vanoss		695 Way Dam Rd. Crystal Falls, MI 49920	(906) 367-0777	brock@vanossforestry.com
David Wilson		1118 E. Park Rd.	(231) 861-8549	wilsonforestry@icloud.com

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		Rothbury, MI 49452		
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## Wildlife Contractors - wildlife tree planters, food plot prep., tilling, raking and seeding

Name	Company	Address	Phone	Email	Notes
Thomas Jacques & Jenilee Jacques	Jacques Forestry, LLC	1251 Spartan Rd. Tawas City, MI 48763	989-362-6245	MlandWF@yahoo.com	Planting, brush hog, trails
Ivan Witt	Ivan Witt Forestry Consultants, Inc.	5105 Nowak Rd. Gaylord, MI 49735	899-370-9754	ivanewitt@gmail.com	Hand and machine planting
Joel Felsk	Highland Forestry & Food Plots	3821 39 Rd. Cadillac, MI 49601	(231)590-2755	jfelskmustang@hotmail.com	
Kasey Thren	Complete Deer Management	Clare, MI	(231)598-3200	Wildlifehabitat@hotmail.com	Hunting land management, food plots
Tyler Strange	Habitco: A Wildlife Company		(231)350-3578		Tree Planting, Food Plots, Forest Mulching

## Portable Sawmills

Name	Company	Address	Phone	Email	Notes
Craig Kosfowski			734-461-1511		Licensed Builder, backhoe, dump trailer, portable sawmill

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## Tree Planters

Name	Company	Address	Phone	Email	Notes
Ivan Witt	Ivan Witt Forestry Consultants, Inc.	5105 Nowak Rd. Gaylord, MI 49735	989-370-9754	<a href="mailto:ivanewitt@gmail.com">ivanewitt@gmail.com</a>	Mechanical planting
Jeff Falkenstein	Northern Michigan Property Services	17263 Trowbridge Rd. Wolverine, MI 49799	231-233-2319	<a href="mailto:jfalken@outlook.com">jfalken@outlook.com</a>	Hand plant
New Forest Services	New Forest Services	P.O. Box 255, Manistee, MI 49660	231-590-9198	<a href="mailto:newforestservices@mac.com">newforestservices@mac.com</a>	Hand-Planting Pre-commercial timber stand improvement
John Wiggins		P.O. Box 968, Cadillac, MI 49601	231-775-9321 231846-0242		Machine & Hand Planting Tree spades
Joel Felsk	Highland Forestry and Food Plots	3821 39 Rd., Cadillac, MI 49601	231-590-2755	<a href="mailto:jfelskmustang@hotmail.com">jfelskmustang@hotmail.com</a>	Mechanical Tree Planting
Tom Nolta	Timberland Forestry Services, INC	E6971 Wildwood Rd. Munising, MI 49862	906-387-4350 906-250-7197		Containerized Seedlings and Planting
Sean Dagerhart	Black Sheep Outdoor Services	3803 Kettle Lake Rd. NE Kalkaska, MI 49646	231-342-6716	<a href="mailto:Sda0608@gmail.com">Sda0608@gmail.com</a>	Mechanical Tree Planter

## Arborists, Landscapers and Tree Removal Services

Company	Address	Phone	Notes
Timberwolf Tree Care	3275 N. State Rd. Harbor Springs, MI 49740	231-526-6738	Certified Arborist on staff; injections and spraying
Schillinger Forestry, LLC	Traverse City, MI	231-947-8921	Certified Arborist, ISA-TRAQ Certified Tree Risk Assessor, Michigan Registered Forester, Certified Tree Inspector, Certified Forest Stewardship Plan Writer

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Russell Williams Forestry LLC	6917 Loud Dr. Oscoda, MI 48750	989-310-6408	Certified Arborist, Certified Forester
Scape and Sweep Landscaping		989-732-7917	
Johnston's Landscaping	2582 S. Old 27, Bldg 2 Gaylord, MI 49735	989-731-9621	johnstonslandscaping@yahoo.com
T&W Landscaping	7522 Leelanau Trail Gaylord, MI 49735	989-732-4335	
Nagle's Tree Service	225 Silver St. Boyne City, MI 49712	231-582-2420	
R&B Tree Service	4877 Dawn Dr. Grayling, MI 49738	989-348-7234	
Great Lakes Tree Removal	6504 Waldorf Dr. Grayling, MI 49738	989-889-4889	
Twin Oaks Landscaping, LLC	400 Federal Hwy. Roscommon, MI 48653	989-275-8089	
Tall Pines Nursery & Landscaping	7865 W. Emery Rd Houghton Lake, MI 48629	989-422-5790	
Harms Enterprises	88 W. Houghton Lake Dr. Prudenville, MI 48651	989-366-6383	

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## Liming, Fertilizing and Composting

Company	Address	Phone	Notes
Morgan Composting Inc. (Dairy Doo)	4353 US 10 Sears, MI 49679	231-734-2451	info@dairydoo.com
Ellsworth Farmers Exchange		231-588-2300	

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