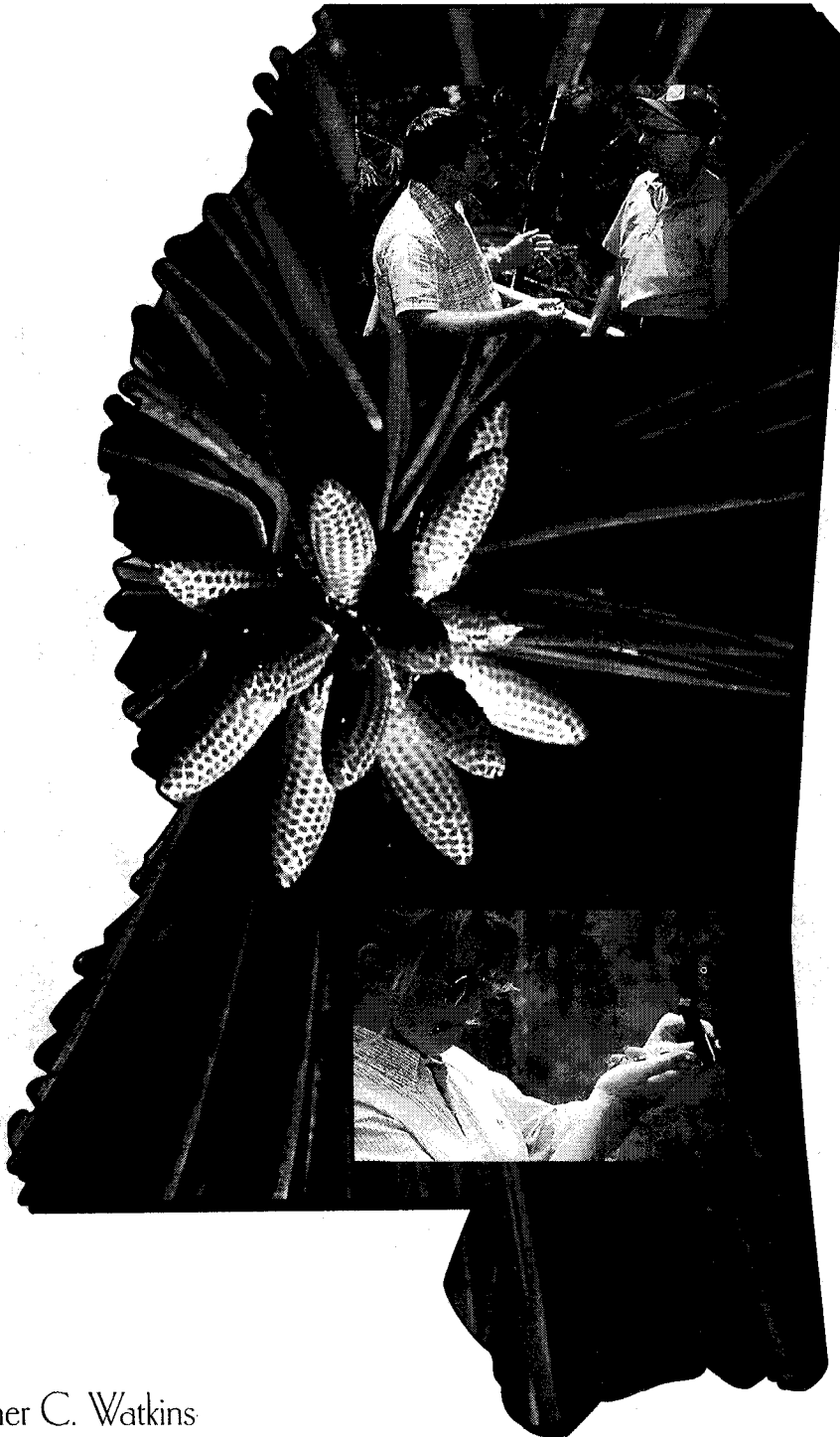


Fees and Services
of
Mississippi
Consulting Foresters



By
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Bulletin #1-010



FWRC RESEARCH BULLETIN

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OF
MISSISSIPPI'S
CONSULTING FORESTERS**

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INTRODUCTION

There are 242 consulting foresters currently registered in Mississippi (Mississippi Board of Registration for Foresters 1998). These individuals are an important resource for non-industrial private forest (NIPF) landowners. Forestry consultants provide services to NIPF landowners that enhance the monetary and non-monetary benefits derived from forestland. Many landowners are unaware of the benefits that a consulting forester can provide. Some landowners may feel that foresters do not understand their forestland objectives, that forestry practices can be successfully implemented without professional assistance, or that employing a consultant is not worth the benefits received (Autry 1996). However, consulting foresters are trained professionals that improve the quality and quantity of products and services generated from forestland. Numerous studies have identified the benefits of professional forestry advice. Timber harvests conducted with professional assistance had less timber removed, more regeneration, and received higher prices for stumpage than those without assistance (Bullard and Moulton 1988; Cabbage and Hodges 1986). On average, the increased sale price generated by consulting foresters is at least equal to the consultant fee (Munn and Rucker 1994). When consulting foresters are involved, the residual stand typically has greater timber volumes and is in better condition after the timber sale (Hubbard and Abt 1989).

Consultant fees are important criteria landowners need to consider when choosing a forestry consultant (Watts 1996). In addition, many landowners are

not aware of the broad range of services forestry consultants provide. This information has not been available before in Mississippi.

This paper summarizes the results of a 1996/1997 survey of Mississippi's consulting foresters. The survey solicited information about consultant-provided services and associated fees. This information benefits landowners by identifying available services and establishing reasonable cost expectations. Also, this information will assist professional consulting foresters set their fee schedules by providing an estimate of current market prices for forestry services.

METHODS

Consulting foresters practicing in Mississippi were surveyed to determine the range of forestry services they provide to Mississippi landowners and typical fees for those services. Using the 1995 and 1996 Rosters of Registered Foresters of Mississippi and the 1994 Directory for the Association of Consulting Foresters (ACF), 234 individuals were identified as consulting foresters who provided services in Mississippi. Forty-one ACF members and 103 registered foresters of Mississippi - listed as consulting foresters in the Rosters - were included. In addition, 90 registered foresters listed as forester, self-employed or other ambiguous designation in the Rosters were also included. Any duplicate listings were eliminated. Seventy percent of the subjects were from Mississippi, 18% were from Alabama, and the remaining 12% were from Georgia, Louisiana, Florida, Texas, Tennessee, or Arkansas.

A mail survey instrument was designed based on Dillman's Total Design

Method (1978). The instrument was a three-page survey intended to determine background information and general fees charged to landowners by consulting foresters for a range of services (see Appendix A for survey). The first section was designed to determine key information about the consultants' background and experience. Subjects were asked to report years of experience and membership in professional associations. The second section consisted of a list of services commonly offered by consulting foresters in Mississippi. Respondents were asked to indicate whether they provided the service "in-house", sub-contracted the service, or did not offer it. Consultants were then asked to report their standard rates for these services based on three different tract size classes: less than 100 acres, between 100 and 500 acres, and greater than 500 acres. Standard rates were defined as fees normally charged under typical conditions and circumstances in the consultant's area. Extreme conditions, either good or bad, that could result in adjustments were not to be included. There were 33 services listed.

Services were grouped into the following categories: Forest Management, Timber Sale Administration, Site Preparation (except chemical), Regeneration, Chemical Treatments, Miscellaneous, Game Management, and Related Services. Forest Management included long-term management agreements, management plan preparation, inventory cruises, and stewardship planning. Timber Sale Administration included turnkey timber sale operations, cruising timber, and marking timber. Site Preparation (except chemical) - the preparation of the site for planting or seed-catch - included mechanical preparation (i.e., drum chopper, tree crusher), windrowing (i.e.,

shear and pile), bedding, and burning. These practices usually precede the Regeneration services listed: hand planting and machine planting. Chemical Treatments include all applications of herbicides for silvicultural purposes such as site preparation, release, or timber stand improvement. The Miscellaneous category included boundary maintenance, boundary surveying, prescribed burns, fireline construction and maintenance, pre-commercial thinning, and timber stand improvement. Game Management included services that increase the number or maintain the health of game animals. The services were game management plan preparation, habitat evaluation, supervise/implement hunting leases, and installation of food plots. Services not involving on-the-ground forestry practices - such as land surveying, real estate brokerage, expert witness testimony, estate planning, taxation counseling, and forest property appraisal - were included as Related Services. Also, space was provided for consultants to provide information about any services not listed on the survey instrument.

The first survey question screened for those who were not consulting foresters. Active consultants were asked to continue while all others were instructed to return the survey without answering further questions. This provision eliminated foresters who were not consultants (i.e., foresters listed as "self-employed" but were timber buyers, not consultants) and consultants who had retired or changed professions.

Summary statistics were computed for the survey responses.

RESULTS

Surveys were sent to 234 individuals tentatively identified as practicing, consulting foresters. In total, 139 surveys were returned. Seven were not practicing, consulting foresters; therefore, results were based on 132 surveys. The response rate was 59%, a response rate exceeding previous consultant surveys (Hodges and Cubbage 1986; Field 1986). Seventy-four percent of ACF members responded. Registered foresters listed in the Rosters as consulting foresters (excluding ACF members) had a response rate of 69%. However, only 32% of registered foresters with ambiguous job titles in the Rosters responded.

Results for the consultant survey have been aggregated and presented in four sections: consultant characteristics, consultant services, fees for “in-house” services, and supervisory fees for sub-contracted services. Confidentiality was assured to the respondents. Therefore, only summary statistics are reported. No names, addresses, or consultant-specific information have been linked to the results.

CONSULTANT CHARACTERISTICS

Fifty percent of consultants working in Mississippi are sole proprietors, 45% are incorporated, and the remaining 5% are in partnerships. These results are similar to those reported by Hodges and Cubbage (1986) for Georgia and in Field’s (1986) national survey of consulting foresters. Each found that a very small portion of the consultants worked in a partnership.

On average, consulting foresters in Mississippi have been practicing for slightly over 14 years, which is similar to other studies (Hodges and Cubbage 1986; Martin 1977). All consulting foresters participating in the survey reported that they were registered by the State Board of Registered Foresters – as required by law. Over half are members of the Society of American Foresters (61%) and the Mississippi Forestry Association (69%). Twenty-four percent belong to the Association of Consulting Foresters. Forty-four percent are also registered in other states. Real estate licenses are held by 30% of consultants participating in the survey.

CONSULTANT SERVICES

Consultants provide forestry services in two ways. Consultants, or their employees, may provide the service themselves (in-house). Alternatively, consultants may hire an outside firm specializing in the specific service to do the job and then supervise the operation (sub-contract). Table 1 reports the number of consultants providing common forestry services in Mississippi.

Table 1. Services Provided by Mississippi Consulting Foresters

Services	# of Consultants Providing the Service ^a		
	Total	In-house	Sub-contract
Forest Management			
Long Term Management Agreements (provide custodial services, recommend, supervise, implement needed management practices for the landowner on an ongoing basis)	98	98	0
Management Plan Preparation	110	110	0
Inventory Cruise (when implemented independently of a timber sale or management plan)	121	121	0
Stewardship plans	78	78	0
Timber Sale Administration			
Turnkey operation (mark, cruise, advertise, sell, and supervise timber sale)	126	126	0
Cruise only	99	99	0
Mark only	90	89	1
Site Preparation (except chemical)			
Mechanical (Drum chop, Tree Crusher, etc.)	69	2	67
Windrow (Shear and pile)	69	2	67
Bedding	53	3	50
Burning	76	34	42
Regeneration			
Machine Planting	98	22	76
Hand Planting	104	12	92
Chemical Treatments			
Site Preparation	93	4	89
Release	91	4	87
TSI (injection)	74	1	73
Miscellaneous			
Boundary line maintenance	109	95	14
Boundary surveying	48	10	38
Prescribed burning	77	49	28
Fireline maintenance	72	21	51
Fireline construction	72	20	52
Pre-commercial thinning	52	15	37
Timber stand improvement	59	18	41
Game Management			
Management Plan Preparation	47	41	6
Habitat Evaluation	40	30	10
Supervise/Implement Hunting Leases	57	51	6
Install food plots	43	27	16
Related Services			
Land Surveying	29	6	23
Real Estate Brokerage	53	41	12
Expert Witness Testimony	93	90	3
Estate Planning	45	33	12
Taxation Counseling	33	18	15
Forest Property Appraisals	78	71	7

^a out of 132 consultants participating in the survey.

Turnkey timber sale operations, inventory cruises, management plan preparation, cruising, long term management agreements, and stewardship planning are key services offered by most consultants operating in Mississippi. These are considered the primary services offered by consulting foresters (Kronrad and Albers 1983).

FEES FOR IN-HOUSE SERVICES

The average fees for in-house services are representative of the total cost of the service. Fees for consultant services in Mississippi for 1996/1997 are reported in Tables 2 - 34.

FOREST MANAGEMENT FEES

Table 2. Forestry Consultant Fees for Long Term Management Agreements - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	35	3.48	2.99	2.39
Dollars per Hour	10	51.50	51.50	52.50
Dollars per Day	8	243.75	243.75	243.75
% of Gross Value	7	10.43	10.29	10.14
Dollars per Year	2	500.00	550.00	550.00
No Fee Reported ^a	36			

^a Consultants who provide the service but did not report fees.

Table 3. Forestry Consultant Fees for Management Plan Preparation - Mississippi, 1996

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	70	5.83	5.17	4.57
Dollars per Hour	10	49.10	49.10	49.10
Dollars per Day	4	250.00	250.00	250.00
Lump Sum	3	350.00	633.33	866.67
No Fee Reported ^a	23			

^a Consultants who provide the service but did not report fees.

Table 4. Forestry Consultant Fees for Inventory Cruises - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	90	4.79	4.18	3.72
Dollars per Hour	7	45.86	45.86	45.86
Dollars per Day	6	195.83	212.50	212.50
Dollars per Plot	2	5.00	5.00	5.00
No Fee Reported ^a	16			

^a Consultants who provide the service but did not report fees.

Table 5. Forestry Consultant Fees for Stewardship Plans - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	44	5.90	5.52	5.19
Dollars per Hour	7	51.43	51.43	51.43
Lump Sum	4	600.00	762.50	925.00
Dollars per Day	3	250.00	250.00	250.00
% of Gross Value	1	7.50	7.50	7.50
Annual Fee	1	400.00	700.00	1,100.00
No Fee Reported ^a	18			

^a Consultants who provide the service but did not report fees.

TIMBER SALE ADMINISTRATION FEES

Table 6. Forestry Consultant Fees for Conducting Timber Sales - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
% of Gross Value	105	8.55	8.10	7.75
Dollars per Hour	3	28.67	28.67	23.00
No Fee Reported ^a	18			

^a Consultants who provide the service but did not report fees.

Table 7. Forestry Consultant Fees for Timber Sale Cruises Only – Mississippi, 1996

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	67	4.92	4.38	4.06
% of Gross Value	7	6.57	6.57	6.43
Dollars per Hour	6	45.58	45.58	45.58
Dollars per Day	6	237.50	237.50	237.50
Dollars per Plot	2	5.00	5.00	5.00
No Fee Reported ^a	11			

^a Consultants who provide the service but did not report fees.

Table 8. Forestry Consultant Fees for Marking Timber Sales Only – Mississippi, 1996.

Basis	Number	< 100 ac.	I 100-500 ac.	> 500 ac.
Dollars per Acre	29	17.00	16.88	16.68
Dollars per Hour	16	41.94	41.31	40.69
Dollars per MBF ^b	12	9.33	9.17	9.00
Dollars per Day	11	250.00	240.00	240.91
% of Gross Value	8	7.25	7.13	7.00
Dollars per Ton	1	1.00	1.00	1.00
No Fee Reported ^a	12			

^a Consultants who provide the service but did not report fees.

^b dollars per thousand board feet

SITE PREPARATION FEES (except chemical)

Table 9. Forestry Consultant Fees for Mechanical Site Preparation - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	1	90.00	90.00	90.00
No Fee Reported ^a	1			

^a Consultants who provide the service but did not report fees.

Table 10. Forestry Consultant Fees for Site Preparation Windrows - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	1	150.00		
Dollars per Hour	1	60.00	60.00	60.00

^a Consultants who provide the service but did not report fees.

Table 11. Forestry Consultant Fees for Site Preparation Bedding - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	3	51.67		

Table 12. Forestry Consultant Fees for Site Preparation Burning - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	28	12.68	12.17	11.60
Dollars per Day	1	350.00	350.00	350.00
No Fee Reported ^a	5			

^a Consultants who provide the service but did not report fees.

REGENERATION FEES

Table 13. Forestry Consultant Fees for Machine Planting - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	16	44.63	41.04	40.69
No Fee Reported ^a	6			

^a Consultants who provide the service but did not report fees.

Table 14. Forestry Consultant Fees for Hand Planting - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	8	56.00	51.67	51.50
No Fee Reported ^a	4			

^a Consultants who provide the service but did not report fees.

CHEMICAL TREATMENT FEES

Table 15. Forestry Consultant Fees for Chemical Site Preparation - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	2	90.00	70.00	70.00
No Fee Reported ^a	2			

^a Consultants who provide the service but did not report fees.

Table 16. Forestry Consultant Fees for Chemical Release Treatments - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	3	60.00	45.00	45.00
No Fee Reported ^a	1			

^a Consultants who provide the service but did not report fees.

Table 17. Forestry Consultant Fees for Chemical Timber Stand Improvement (injection) - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
No Fee Reported ^a	1			

^a Consultants who provide the service but did not report fees.

FEES FOR MISCELLANEOUS SERVICES

Table 18. Forestry Consultant Fees for Boundary Line Maintenance - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Mile	64	196.09	198.33	198.17
Dollars per Day	9	208.33	208.33	208.33
Dollars per Hour	4	31.00	31.00	31.00
Dollars per Acre	1	1.00	1.00	1.00
No Fee Reported ^a	17			

^a Consultants who provide the service but did not report fees.

Table 19. Forestry Consultant Fees for Boundary Surveying - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	3	28.00	28.00	28.00
Dollars per Mile	2	250.00	250.00	250.00
Dollars per Acre	1	10.00	7.00	6.00
No Fee Reported ^a	4			

^a Consultants who provide the service but did not report fees.

Table 20. Forestry Consultant Fees for Prescribed Burning - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollar per Acre	38	10.76	10.04	9.70
Dollar per Hour	3	29.67	29.67	29.67
Dollar per Day	1	350.00	350.00	350.00
No Fee Reported ^a	7			

^a Consultants who provide the service but did not report fees.

Table 21. Forestry Consultant Fees for Fireline Maintenance - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollar per Hour	17	43.06	43.06	43.06
Dollar per Mile	2	200.00	175.00	150.00
No Fee Reported ^a	2			

^a Consultants who provide the service but did not report fees.

Table 22. Forestry Consultant Fees for Fireline Construction - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollar per Hour	17	46.12	45.25	45.25
Dollar per Mile	3	170.00	153.33	128.33

^a Consultants who provide the service but did not report fees.

Table 23. Forestry Consultant Fees for Pre-commercial Thinning - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	4	67.75	67.75	67.75
% of Gross Value	3	11.67	11.67	11.67
Dollars per Ton	2	0.88	0.88	0.88
Dollars per Hour	1	250.00	250.00	250.00
No Fee Reported ^a	5			

^a Consultants who provide the service but did not report fees.

Table 24. Forestry Consultant Fees for Timber Stand Improvement - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	4	43.75	43.75	43.75
Dollars per Acre	2	23.75	23.75	23.75
Dollars per Day	1	200.00	200.00	200.00
% of Gross Value	1	8.00	8.00	8.00
No Fee Reported ^a	10			

^a Consultants who provide the service but did not report fees.

GAME MANAGEMENT FEES

Table 25. Forestry Consultant Fees for Game Management Plan Preparation - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	18	5.50	5.13	4.85
Dollars per Hour	7	49.29	49.29	49.29
Dollars per Day	3	283.33	283.33	283.33
Lump Sum	1	400.00	400.00	400.00
No Fee Reported ^a	12			

^a Consultants who provide the service but did not report fees.

Table 26. Forestry Consultant Fees for Game Habitat Evaluation - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	8	53.75	53.75	53.75
Dollars per Acre	4	5.00	5.00	4.50
Dollars per Day	4	250.00	250.00	250.00
Lump Sum	1	200.00	200.00	200.00
No Fee Reported ^a	13			

^a Consultants who provide the service but did not report fees.

Table 27. Forestry Consultant Fees for Supervision and Implementation of Hunting Leases - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
% of Gross Value	12	12.08	12.27	12.27
Dollars per Hour	I 9 I	43.44	I 43.44 I	I 43.44 I
Dollars per Acre	8	1.20	0.76	0.76
Dollars per Day	3	300.00	300.00	300.00
Lump Sum	1	100.00	100.00	100.00
No Fee Reported ^a	18			

^a Consultants who provide the service but did not report fees.

Table 28. Forestry Consultant Fees for Installing Food Plots - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	13	48.77	47.00	47.00
Dollars per Acre	3	325.00	275.00	275.00
Dollars per Day	2	250.00	250.00	250.00
No Fee Reported ^a	9			

^a Consultants who provide the service but did not report fees.

FEES FOR RELATED SERVICES

Table 29. Forestry Consultant Fees for Land Surveying - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Day	1	350.00	350.00	350.00
No Fee Reported ^a	5			

^a Consultants who provide the service but did not report fees.

Table 30. Forestry Consultant Fees for Real Estate Brokerage - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
% of Gross Value	32	7.84	7.73	7.50
Dollars per Hour	1	100.00	100.00	100.00
No Fee Reported ^a	8			

^a Consultants who provide the service but did not report fees.

Table 31. Forestry Consultant Fees for Expert Witness Testimony - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	39	64.64	64.37	64.37
Dollars per Day	28	360.71	360.71	360.71
No Fee Reported ^a	23			

^a Consultants who provide the service but did not report fees.

Table 32. Forestry Consultant Fees for Estate Planning - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	10	62.00	62.00	62.00
Dollars per Day	3	375.00	375.00	375.00
Dollars per Acre	2	4.00	2.25	2.25
No Fee Reported ^a	18			

^a Consultants who provide the service but did not report fees.

Table 33. Forestry Consultant Fees for Taxation Counseling - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	8	63.75	63.75	63.75
Dollars per Day	2	312.50	312.50	312.50
No Fee Reported ^a	8			

^a Consultants who provide the service but did not report fees.

Table 34. Forestry Consultant Fees for Forest Property Appraisals - Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	28	5.39	4.84	4.36
Dollars per Hour	11	54.18	52.10	52.10
Dollars per Day	6	283.33	283.33	283.33
Lump sum	3	1,225.00	1,666.67	2,083.33
No Fee Reported ^a	23			

^a Consultants who provide the service but did not report fees.

Consultants also reported services not listed in the survey. These services included aerial inspection (4), damage appraisal (3), urban tree appraisal/care (2), beaver control (2), wetland delineation (1), endangered species consultation (1), tree fertilization (1), timber lease negotiation (1), raw material projection (1), trespass appraisal (1), stand growth projections (1), kudzu control (1), and installation of stream management zones (1).

SUB-CONTRACTED SERVICES

Activities that consultants do not provide directly are, in many cases, sub-contracted to others but supervised by the consultant. Fees reported here are representative of the amount charged by the consultant for supervision and not for the activity itself.

SUPERVISORY FEES FOR FOREST MANAGEMENT AND TIMBER SALE

ADMINISTRATION

Forest Management and Timber Sale Administration are the basic services offered by consultants and are rarely, if ever, sub-contracted by consulting foresters. Only one consultant reported sub-contracting any of these basic services – marking timber.

Table 35. Forestry Consultant Fees for Supervising Sub-Contracted Timber Marking – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Day	1	350.00	350.00	350.00

Supervisory fees for the remaining sub-contracted services are reported in Tables 36 through 61.

SUPERVISORY FEES FOR SITE PREPARATION (except chemical)

Table 36. Forestry Consultant Fees for Supervising Sub-Contracted Mechanical Site Preparation – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	28	5.46	5.10	4.77
Dollars per Hour	8	41.38	41.38	41.38
Dollars Per Day	5	270.00	270.00	270.00
No Fee Reported ³	26			

^a Consultants who provide the service but did not report fees.

Table 37. Forestry Consultant Fees for Supervising Sub-contracted Windrowing (shear and pile) – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	31	6.09	5.75	5.35
Dollars per Hour	7	44.43	44.43	44.43
Dollars per Day	5	270.00	270.00	270.00
No Fee Reported ^a	24			

^a Consultants who provide the service but did not report fees.

Table 38. Forestry Consultant Fees for Supervising Sub-Contracted Bedding – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	19	12.68	12.17	11.60
Dollars per Day	5	270.00	270.00	270.00
Dollars per Hour	4	42.75	42.75	42.75
No Fee Reported ^a	22			

^a Consultants who provide the service but did not report fees.

Table 39. Forestry Consultant Fees for Supervising Sub-Contracted Site Preparation Burning – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	15	7.50	7.21	7.10
Dollars per Day	4	287.50	287.50	287.50
Dollars per Hour	3	42.00	42.00	42.00
No Fee Reported ^a	20			

^a Consultants who provide the service but did not report fees.

SUPERVISORY FEES FOR REGENERATION

Table 40. Forestry Consultant Fees for Supervising Sub-Contracted Machine Planting – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	34	7.50	7.24	7.03
Dollars per Hour	13	41.69	41.69	41.69
Dollars per Day	6	258.33	258.33	258.33
No Fee Reported ^a	23			

^a Consultants who provide the service but did not report fees.

Table 41. Forestry Consultant Fees for Supervising Sub-Contracted Hand Planting – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	46	6.11	5.91	5.69
Dollars per Hour	14	42.49	42.49	42.49
Dollars per Day	7	257.14	257.14	257.14
No Fee Reported ^a	25			

^a Consultants who provide the service but did not report fees.

SUPERVISORY FEES FOR CHEMICAL TREATMENTS

Table 42. Forestry Consultant Fees for Supervising Sub-Contracted Chemical Site Preparation – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	37	6.25	6.11	5.80
Dollars per Hour	14	42.57	42.57	42.57
Dollars per Day	7	257.14	257.14	257.14
No Fee Reported ^a	31			

^a Consultants who provide the service but did not report fees.

Table 43. Forestry Consultant Fees for Supervising Sub-Contracted Chemical Release – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	34	5.44	5.26	4.83
Dollars per Hour	14	42.57	42.57	42.57
Dollars per Day	7	257.14	257.14	257.14
No Fee Reported ^a	32			

^a Consultants who provide the service but did not report fees.

Table 44. Forestry Consultant Fees for Supervising Sub-Contracted Chemical Timber Stand Improvement – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	26	5.28	4.72	4.24
Dollars per Hour	13	43.85	43.85	43.85
Dollars per Day	5	240.64	240.64	240.64
No Fee Reported ^a	29			

^a Consultants who provide the service but did not report fees.

SUPERVISORY FEES FOR MISCELLANEOUS SERVICES

Table 45. Forestry Consultant Fees for Supervising Sub-Contracted Boundary Line Maintenance – Mississippi, 1996.

I Basis	Number	< 100 ac.	I 100-500 ac.	I > 500 ac.
Dollars per Mile	4	73.33	73.33	70.00
Dollars per Day	3	137.50	137.50	137.50
Dollars per Hour	1	50.00	50.00	50.00
Dollars per Acre	1	2.00	1.00	1.00
No Fee Reported ^a	5			

^a Consultants who provide the service but did not report fees.

Table 46. Forestry Consultant Fees for Supervising Sub-Contracted Boundary Surveying – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	4	55.00	55.00	55.00
Dollars per Day	4	275.00	275.00	275.00
Dollars per Acre	2	2.50	2.00	1.50
Lump Sum	1	200.00	200.00	200.00
No Fee Reported?	27			

^a Consultants who provide the service but did not report fees.

Table 47. Forestry Consultant Fees for Supervising Sub-Contracted Prescribed Burning – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	6	3.67	3.67	3.67
Dollars per Day	4	46.67	46.67	46.67
Dollars per Hour	3	300.00	300.00	300.00
No Fee Reported ^a	15			

^a Consultants who provide the service but did not report fees.

Table 48. Forestry Consultant Fees for Supervising Sub-Contracted Fireline Maintenance – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	9	40.45	40.45	40.45
Dollars per Acre	7	2.00	2.00	2.00
Dollars per Day	6	275.00	275.00	275.00
Dollars per Mile	1	10.00	10.00	10.00
No Fee Reported ^a	28			

^a Consultants who provide the service but did not report fees.

Table 49. Forestry Consultant Fees for Supervising Sub-Contracted Fireline Construction – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	9	43.64	43.64	43.64
Dollars per Acre	7	2.00	2.00	1.80
Dollars per Day	6	275.00	275.00	275.00
Dollars per Mile	1	10.00	10.00	10.00
No Fee Reported ^a	29			

^a Consultants who provide the service but did not report fees.

Table 50. Forestry Consultant Fees for Supervising Sub-Contracted Pre-Commercial Thinning – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	7	5.14	4.57	4.14
Dollars per Day	4	287.50	287.50	287.50
Dollars per Hour	3	45.00	45.00	45.00
% of Gross Value	1	5.00	5.00	5.00
No Fee Reported ^a	22			

^a Consultants who provide the service but did not report fees.

Table 51. Forestry Consultant Fees for Supervising Sub-Contracted Timber Stand Improvement – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	8	4.86	3.71	3.07
Dollars per Hour	6	43.33	43.33	43.33
Dollars per Day	5	280.00	280.00	280.00
No Fee Reported ^a	22			

^a Consultants who provide the service but did not report fees.

SUPERVISORY FEES FOR GAME MANAGEMENT

Table 52. Forestry Consultant Fees for Supervising Sub-Contracted Game Management Plan Preparation – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	2	5.00	3.50	3.50
Dollars per Hour	1	60.00	60.00	60.00
No Fee Reported ^a	3			

^a Consultants who provide the service but did not report fees.

Table 53. Forestry Consultant Fees for Supervising Sub-Contracted Game Habitat Evaluation – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	2	3.00	3.00	3.00
No Fee Reported ^a	8			

^a Consultants who provide the service but did not report fees.

Table 54. Forestry Consultant Fees for Supervising Sub-Contracted Implementation of Hunting Leases – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Acre	1	2.00	2.00	2.00
No Fee Reported ^a	5			

^a Consultants who provide the service but did not report fees.

Table 55. Forestry Consultant Fees for Supervising Sub-Contracted Food Plot Installation – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	4	47.50	47.50	47.50
Dollars per Day	1	350.00	350.00	350.00
No Fee Reported ^a	11			

^a Consultants who provide the service but did not report fees.

SUPERVISORY FEES FOR RELATED SERVICES

Table 56. Forestry Consultant Fees for Supervising Sub-Contracted Land Surveying – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	4	42.75	42.75	42.75
Dollars per Acre	1	30.00	30.00	30.00
No Fee Reported ^a	18			

^a Consultants who provide the service but did not report fees.

Table 57. Forestry Consultant Fees for Supervising Sub-Contracted Real Estate Brokerage – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
% of Gross Value	2	5.00	5.00	5.00
No Fee Reported ^a	10			

^a Consultants who provide the service but did not report fees.

Table 58. Forestry Consultant Fees for Supervising Sub-Contracted Expert Witness Testimony – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
No Fee Reported ^a	3			

^a Consultants who provide the service but did not report fees.

Table 59. Forestry Consultant Fees for Supervising Sub-Contracted Estate Planning – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	2	47.50	47.50	47.50
No Fee Reported ^a	10			

^a Consultants who provide the service but did not report fees.

Table 60. Forestry Consultant Fees for Supervising Sub-Contracted Taxation Counseling – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	2	47.50	47.50	47.50
No Fee Reported ^a	5			

^a Consultants who provide the service but did not report fees.

Table 61. Forestry Consultant Fees for Supervising Sub-Contracted Forest Property Appraisals – Mississippi, 1996.

Basis	Number	< 100 ac.	100-500 ac.	> 500 ac.
Dollars per Hour	2	47.50	47.50	47.50
No Fee Reported”	13			

^a Consultants who provide the service but did not report fees.

SUMMARY

Consultants are an important part of Mississippi’s forest industry. They provide sound advice that increases the monetary and non-monetary benefits landowners receive from their timberland. This study determined the average fees for a range of services offered by consulting foresters practicing in Mississippi. The fees reported are average rates for typical conditions and are likely to vary depending on tract conditions and location. Hopefully, the information provided in this report will make landowners more willing to seek professional forestry assistance.

For landowners seeking professional forestry assistance, the names and addresses of consulting foresters practicing in Mississippi are listed in the Roster of Registered Foresters of Mississippi, available from the Board of Registration for Foresters, Box 9681, Mississippi State, MS 39762. Phone: (601) 325-2772. Appendix B lists the consultants who participated in this survey and agreed to publish their names and addresses in this report.

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APPENDIX A

COVER LETTER

DATE

[Consultant Name]
[Address]

Dear [Consultant Name]:

At present there is very little information available to Mississippi's forest landowners on the types of services consulting foresters provide and the rates charged for these services. The enclosed survey is designed to collect state-wide data addressing these issues. Please help by completing the survey and returning it in the self-addressed, stamped envelope by (specify date here). Your assistance is essential to the success of this project. Information on individual survey responses is strictly confidential. Only state-wide summary information and statistics will be made public. If you have any questions about this survey, please feel free to call. Thank you for your cooperation.

Sincerely,

Ian A. Munn
Assistant Professor

SURVEY INSTRUMENT

MISSISSIPPI CONSULTING FORESTER SURVEY

1. Are you a practicing consulting forester? yes **no** (circle one)
If no, please return the survey in the enclosed envelope. If yes, continue.

PART I. GENERAL BACKGROUND

1. How many years have you been a practicing consulting forester? _____years
2. Is your firm a: **sole proprietorship partnership corporation?** (circle one)
3. Are you a member of the following organizations?
Association of Consulting Foresters (ACF) yes no (circle one)
Mississippi Forestry Association (MFA) **yes no** (circle one)
Society of American Foresters (SAF) **yes no** (circle one)
4. Are you a Registered Forester of Mississippi? **yes no** (circle one)
5. Are you registered or licensed to practice forestry
in states other than Mississippi? **yes no** (circle one)
6. Are you a licensed real estate broker? **yes no** (circle one)

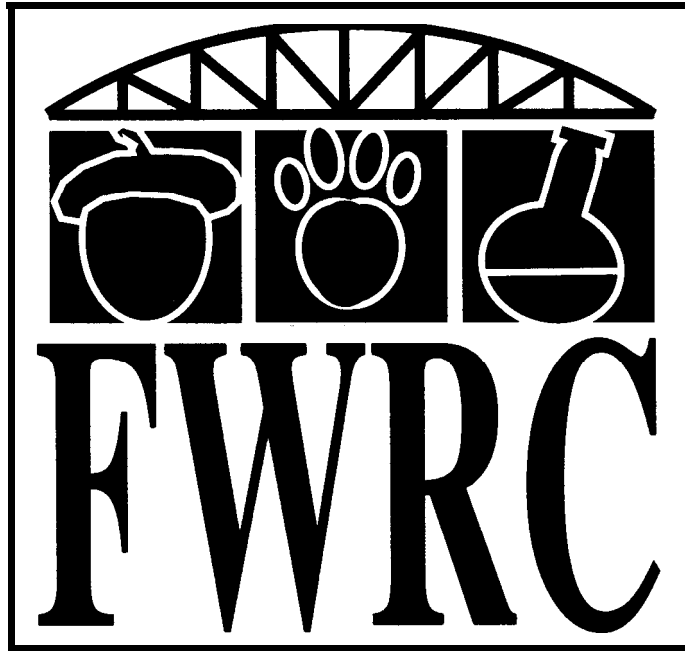
PART II. SERVICES AND FEES

Instructions

1. In the column headed **Offered** enter:
0 if your firm does not offer the service in any manner;
1 if your firm offers the service and does the work in house;
2 if your firm offers the service but sub-contracts with vendors to do the work.
2. If you entered **0 in the Offered** column, leave the space in the columns headed **Fees** blank.
3. If you entered **1 in the Offered** column, enter your firm's **standard** rate in the **Fees** columns. If your fees **do not** vary by tract size, enter the same rate in all three columns. If your fees **do** vary by tract size, enter the fee most appropriate for the acreage categories listed. **In all cases, be sure to specify the units.** (For example, \$/acre, \$/hour, \$/mile or % of total sale.)
4. If you entered **2 in the Offered** column, enter your firm's **standard** rate in the **Fees** columns. Please **do not** include the sub-contractors' fees. (For example, if your standard rate for planting is \$60/acre but \$55/acre represents the sub-contractor's fees, please report only \$5/acre.) If your fees do not vary by tract size, enter the same rate in all three columns; otherwise enter the appropriate fees for the acreage categories listed.
5. **Standard** rates are those you normally charge for typical conditions and circumstances in your area. It is understood that extreme conditions, either good or bad, could result in an adjustment in this standard rate.

Services	Offered	Fees (enter typical rate charged)		
		400 acres	100-500 acres	>500 acres
Forest Management				
Long Term Management Agreements (provide custodial services, recommend/supervise/implement needed management practices for the landowner of an ongoing basis)				
Management Plan Preparation				
Inventory Cruise (when implemented independently of a timber sale of management plan)				
Stewardship Plans				
Timber Sale Administration				
Turnkey operation (mark, cruise, advertise, sell and supervise timber sale)				
Cruise only				
Mark only				
Site Preparation (except chemical)				
Mechanical (Drum chop, Tree Crusher, etc.)				
Window				
Bedding				
Burning				
Regeneration				
Machine Planting				
Hand Planting				
Chemical Treatments				
Site Preparation	I			
Release				
TSI (injection)				

Services	Offered	Fees (enter typical rate charged)		
		400 acres I	100-500 acres	I >500 acres
Miscellaneous				
Bounty line maintenance				
Boundary surveying				
Prescribed burning				
Fireline construction				
Pre-commercial thinning				
Timber stand improvement				
Game Management				
Management Plan Preparation				
Habitat Evaluation				
Supervise/Implement Hunting Leases				
Install food plots				
Related Services				
Land Surveying				
Real Estate Brokerage				
Expert Witness Testimony				
Estate Planning				
Taxation Counseling				
Forestry Property Appraisals				
Other Services (Please list service you provide not listed above and enter fees)				



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