



FROM MIKE & SAM

COMPANY SPOTLIGHT

TEAM MEMBER UPDATES

TIMBER SALES



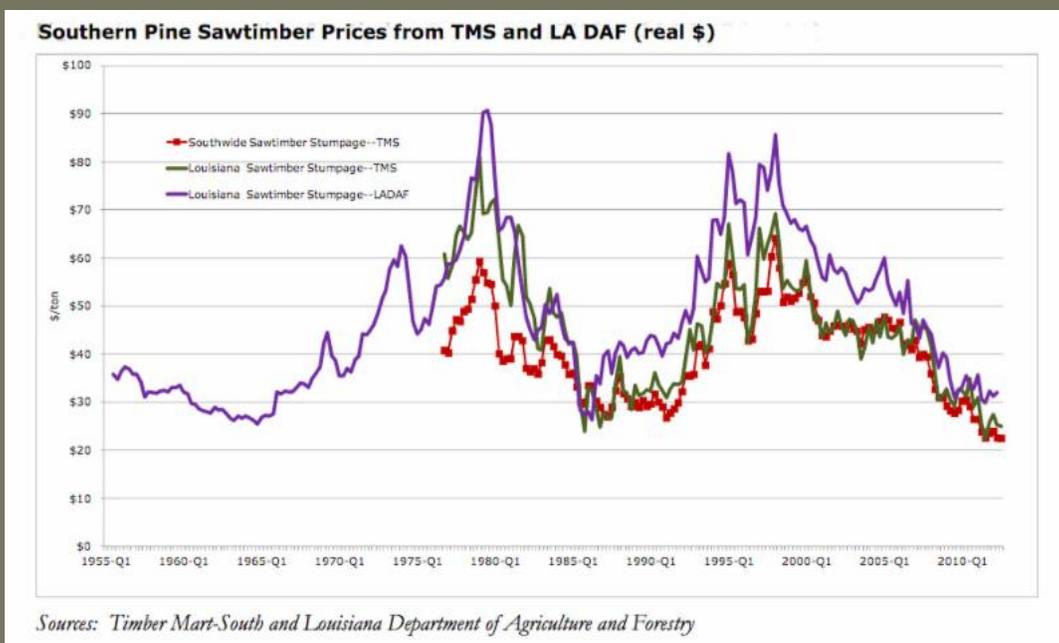
FROM MIKE & SAM

We hope you have had a wonderful 2016 thus far. It has been busy here at Bird & Crawford Forestry (BCF). The business has continued to flourish and grow since the merger, allowing us to invest in and implement a number of new technologies we feel will help us manage your timber more efficiently. Most notable is the purchase of our Integrated Forest Management System, or IFMS, that we began implementing several months ago. It combines both geographic and record keeping components associated with each property to provide: real time historical and management information; maps; and the ability to update tract records on the spot from the field. We are confident that this technology will allow us to be more efficient and effective timberland managers and improve our ability to market your timber when a timber sale is needed.

As we look at the timber markets, I'm sure most of us remember better economic conditions overall in the past than we have today. However, Sam and I still believe that timber is an asset class that is still well worth having in your portfolio and still worth investing in.

Timber markets fluctuate constantly due to changes in weather, demand for various wood products, supply and demand of various raw materials and other factors – many that are beyond our control. While we have always dealt with fluctuating stumpage markets, the past eight years have seen peaks and valleys that are declining and more compressed that add a level of difficulty in capitalizing on peak periods of more favorable prices.

The graph below, charting the history of saw timber prices for Southern Pine, illustrates the highs and lows of the last 60 years. The prices have been adjusted to today's dollars and the information comes from Timber Mart South (TMS) and the Louisiana Department of Agriculture and Forestry (LADAF), both independent sources. Texas prices for the same period reflect similar trends.



It's our belief that one of our jobs, as managers of your timberland, is to continue to improve our ability to monitor the market and capture favorable pricing as often as possible for our clients. Many times selling timber at peak prices generates additional revenue that more than covers our fees for your timber sale. Down below, we have included an article under the "Timber Sales" heading that we felt was very timely on why it is important to utilize a certified forester to sell your timber. We hope you'll take a quick moment to read that piece to give you another perspective of a story we hear all too often.

On to other good growth news here at BCF. Another facet of our growth that enables us to better serve our clients is the addition of new foresters in both the Center and Shreveport offices. Please take a moment to scroll down below for introductions to our newest foresters John, Trey and Kyle as well as

summer interns Emily and Adam.

Speaking of the Shreveport office, in the last letter we mentioned that we were planning to move to a new location in Shreveport. I am happy to let you know that the remodel has been completed and we are settling in to our new surroundings. The office is located at 9434 Paxton Road, one block west of the intersection of St. Vincent Ave. and Mt. Zion Road. We invite you to visit our Center or Shreveport office any time, and meet the team that is dedicated to helping you achieve your goals.



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COMPANY SPOTLIGHT

Bird & Crawford Forestry (BCF)

In this edition, we spotlight the history of the company.

Bird & Crawford Forestry was formed in February 2015 when J. Mike Bird and Sam D. Crawford united the resources, expertise and services of Bird Forestry and The Crawford Forestry Group. Working together for more than 40 years as friends and occasionally as competitors, the highly respected foresters made the strategic decision to merge. Together as Bird & Crawford Forestry (BCF), they are able to serve their valued clients in a more diversified professional capacity with an extended geographical reach and an expanded portfolio of resources.

BCF is one of the leading independent forestry consulting firms in Louisiana, Texas, Arkansas, Oklahoma, Mississippi and beyond. The company's client base spans the spectrum from small, family-owned and non-industrial forest landowners to some of the country's largest timberland investment organizations.

It is important to note that a call to BCF engages more than just the extensive knowledge and experience of forest resources management planning experts. BCF offers combined experience of 107 years with Bird Forestry dating back to 1979 and Crawford Forestry to 1946. Plus, as a division of Advanced Ecology, Ltd., BCF also offers an expansive portfolio of resources with unique access to natural resource management that includes environmental counseling, mitigation banking and wildlife management. Access to a family of companies that have a natural resource emphasis under Advanced Ecology's umbrella provides a stable financial environment to help clients achieve their land management goals.

TEAM MEMBER UPDATES

We are excited to introduce you to three new foresters and two interns that have enhanced our team. They are:

John Marksberry | Forester/Wildlife Biologist

John joined us in May 2016 following his graduation from Stephen F. Austin State University where he earned a bachelor's degree in forestry and wildlife management. "I chose forestry and wildlife management due to my love for the outdoors," John said. He will be working with the Louisiana-based team in the Shreveport office.



Trey Watson | Forester/Wildlife Biologist

Trey joined us in March 2016. He is a graduate of Stephen F. Austin State University with a bachelor's degree in forest and wildlife management with a minor in biology. He will be assisting the Center office team. "Growing up hunting and fishing led to an early passion and respect for the outdoors," said Trey.



Kyle Carrington | Forester/Wildlife Biologist

Kyle joined us in March 2016. He is a graduate of Stephen F. Austin State University with a bachelor's degree in forest and wildlife management. He will be based in Center assisting the team of foresters. Kyle lists hunting, fishing, and golf as his primary hobbies along with his love of all things outdoors.



Emily Dahlgren | Summer Intern

Emily is a student at Stephen F. Austin State University in Nacogdoches pursuing an urban forestry degree. Emily will be a sophomore in fall 2016. She has a passion for not only trees, but also the environment.



Adam Lowther | Summer Intern

Adam is a Texas A&M student graduating in August with a bachelor's degree in communication and a minor in forestry. Adam first became interested in the industry after earning Eagle Scout in Diboll's Boy Scout Troop 128 and has been eager to learn more.



TIMBER SALES

One of the many benefits of working with our team is the peace-of-mind that comes with knowing you are treated fairly with regard to timber sales. We take great care to ensure you get the best ROI. With that in mind, be wary of cold calls from buyers. Make sure you stay in contact with us, and do not succumb to sales calls of those hoping to make a quick buck at your expense.

A North Carolina newspaper recently published an article by Colby Lambert about the timber sales process using a professional forester. It is on target and relevant for every timber owner.

[Read article](#)

DID YOU KNOW?

We really like the NAFO Alliance's recent infographic showing the commitment private forest owners are making to long-term sustainable harvests. In fact, nationally, according to their reviews, private forest owners are growing 40% more wood than they remove.

[View it here...](#)

NOTEWORTHY

Across the country, timber executives and authorities agree that innovation and the rebounding economy are great signs for the industry.

A forestry colleague in Connecticut had this to say, "The industry is not dead, dying or going anywhere," he said. "It's innovating, it's changing, it's still a very, very big piece of the economy," said Toby Luther, president and CEO of Lone Rock Resources.

With the growing number of housing starts in the United States (most of which are still built with wood) the industry is in an upswing and keeping a pulse at lumber mills. [Read article](#)

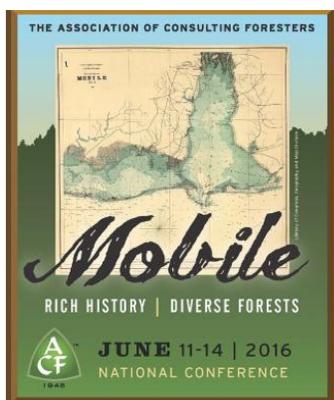
ON THE ROAD WITH BCF

The team was on the road in June & July

MIKE BIRD SPEAKS AT TYLER SFI PROGRAM

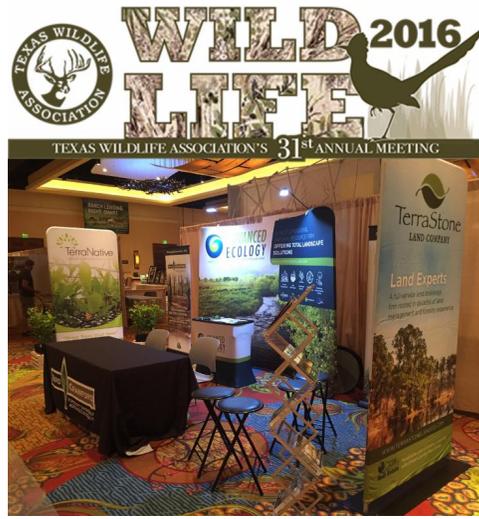
The Rusk/Smith County Forestry Association featured BCF CEO Mike Bird recently as part of a slate of speakers on the Sustainable Forestry Initiative® program. Mike delivered two presentations on June 3 in Tyler. His first presentation focused on developing a valid contract and the second on reforestation and site prep.

The team took part in the Association of Consulting Foresters (ACF) Annual meeting in Mobile, Alabama from June 11-14 making presentations & making connections with long-time colleagues.



Leon Aldridge, Marketing Director, preparing for his presentation: "Marketing: Making it Work for You."

The AEL, Ltd companies attended the 31st annual Texas Wildlife Association meeting in San Antonio.



Having fun at the Texas Wildlife Association Annual Conference in San Antonio recently were family members of Advanced Ecology employees. Wyatt Anderson (standing far left) and Katelyn Anderson (kneeling), are the son and daughter of Advanced Ecology President Terry (and Kelly) Anderson. Also enjoying San Antonio were Marissa and Mallory Madrigal, daughters of MSUSA's Vice President Troy (and Lisa) Madrigal. In for the picture fun were (far right) four friends of the Andersons and the Madrigals.

MIKE BIRD SLATED FOR PRESENTATION AT TFLC MEETING - August 19th

BCF CEO Mike Bird will address the Texas Forest Landowner's Council Meeting Friday, August 19 at the Texas Forestry Association office in Lufkin. His topic will be consulting foresters and the first thinning of pine forests. Mike is one of eight speakers scheduled covering a variety of topics related to Texas landowners.

The Texas Forest Landowners Council serves to improve the cooperation and communication among county landowner associations in East Texas whose members are interested in managing their forests for wood products, as well as wildlife and environmental reasons. They meet every other month to share local information and form ideas to help Texas Forestry Association carry out its goals and objectives.



Be sure to follow us!

