

## BRUNNER HILL FOREST

*A well-managed, highly-stocked northern Adirondack timber investment with easy access, proximity to forest products markets and a significant sugar maple inventory.*



**1,233 Tax Acres  
1,267 GIS Acres  
Colton, St. Lawrence County, New York**

**Price: \$1,594,000**

## INVESTMENT OVERVIEW

Brunner Hill Forest is a highly-stocked Adirondack timberland property featuring a professionally managed timber resource with nearly five million board feet of sugar maple, birch, cherry and spruce sawtimber. Brunner Hill's sugar maple resource is quite impressive, and it is not often that you find a property of this caliber whose standing timber value represents 83% of the asking price.

## LOCATION

Brunner Hill is located near the Route 56 corridor in the town of Colton in St. Lawrence County. This northwest corner of the Adirondack region is well known for its private timberland holdings, which are characterized by good hardwood growing sites and favorable maple and cherry soils. The surrounding region is a patchwork of investment grade timberland, hunting clubs, conservation eased lands and state forest preserve. The location offers good proximity to regional saw mill facilities, pulp mills and wood chip markets, as depicted in the forest products map in the back of this report.

Tupper Lake is located 26 miles to the east along State Route 3. This town is well known as a regional logging contractor hub and offers several gas and grocery stops as well as dining and lodging options. The village center of Colton is 12 miles north of the property. Ten miles further north is the city of Potsdam (population 17,000), which serves as the regional educational and cultural hub. Ogdensburg, a major port on the St. Lawrence Seaway, is 45 miles northwest of the property.

## ACCESS

Access to the property is via a legally deeded right-of-way along the Granshue/Long Pond Easement Road. This is a well-maintained, private, gravel road that connects the property and surrounding ownerships to the Route 56 corridor. Brunner Hill has 2.3 miles of frontage along this access road, which defines much of the property's northern boundary and provides excellent access for forest management, logging, and potential hunting lease activities. Granshue Road has a good running surface, a solid base and is ready for log truck transportation. This frontage provides easy entry into the high-quality, well-stocked sugar maple stands lying within the heart of the property.

A secondary, deeded right-of-way extends southward from Granshue Road for 0.4 miles and provides access to Brunner Hill's northeast compartment. This unsurfaced woods road is located 0.7 miles west of the intersection of Granshue Road and Route 56, as depicted on the maps included in this report.



**Brunner Hill offers an impressive timber resource with the majority of the asking price represented in the timber value.**



**Granshue Road, a well-maintained private road, requires no major upgrades before hosting log truck traffic.**

## ACCESS (continued)

A well-established network of ATV and forestry trails extend into the property from the Granshue Road frontage, making it easy to access the property for multiple uses.

Directions to Brunner Hill Forest from Seveys Corners: At the intersection of Routes 3 and 56, drive north on Route 56 for 10.8 miles. The Granshue/Long Pond Easement Road will be on the left. Take that left and drive 1.6 miles to the property's frontage on the left. The frontage continues for 2.3 miles before continuing past the property at the southwest corner.

## SITE DESCRIPTION

The property is named for Brunner Hill (elevation 1,689'), a hardwood ridge in the center of the property, which shapes the forest's maple and northern hardwood investment opportunity. Brunner Hill's gently -sloping, well-drained terrain is perfectly suited for quality hardwood timber production. The property offers good operating conditions (94% commercial acreage) for mechanized harvesting or traditional chain saw and cable skidder operations. Soils are well-drained, glacial till types which result in good stem height and crown vigor.

The property also includes two water attributes - Mud Pond and the North Branch of the Grasse River. Mud Pond, set in the land's northeastern compartment, is a small but scenic 2-acre pond with very nice 'northern wilderness' aesthetics and strong intrinsic value. The pond drains southwesterly through the land and eventually feeds into the North Branch of the Grasse River, which runs through the far southwest corner of the property.



**The gentle terrain and well-drained soils of Brunner Hill produce top-quality hardwoods.**



**There are 3 acres of open water on Brunner Hill, including this scenic beaver pond along the north boundary.**

## PROPERTY TAXES and TITLE

Annual property taxes in 2015 were \$11,010. The property is NOT enrolled in New York State's Real Property Tax Law 480-A, which significantly reduces the annual tax burden. Brunner Hill is listed as Town of Colton tax parcel 151.-1-1.12. Deed and right-of-way information can be found in the St. Lawrence County Clerk's office in Book 1002, Page 214 and Book 1096, Page 105. The right-of-way language restricts development within 100' of the centerline of Granshue Road and standing timber basal area cut within a 10-year period to no more than 40%, excepting salvage operations. Please contact Fountains Land for more information.

## TIMBER

Brunner Hill's quality northern hardwood timber resource is distinguished by its high sawtimber value, which is dominated by sugar maple, birch and cherry. This professionally-managed timber resource offers a great deal of silvicultural flexibility for the next ownership.

### 2015 Timber Inventory:

Timber information provided in this report is based on a fall 2015 timber inventory by Fountains Forestry. Overall, 240 BAF 15 factor points were taken with sampling statistics being  $\pm 13.2\%$  for sawlog products and  $\pm 9.8\%$  for all products at the 95% Confidence Interval. Total sawlog volume is 4,988 MBF International  $\frac{1}{4}$ " scale (4.157 MBF/commercial acre) with 19,093 pulpwood cords (15.9 cords/commercial acre). Combined, total commercial per acre volume is 24.2 cords, a figure that is above average for the region. Based on this information, Capital Timber Value (CTV) has been recently established at \$1,328,300 (\$1,048/acre). This amount is higher than average for the Adirondack region and reflects a maturing sawtimber resource that offers near term harvest options for the next ownership.

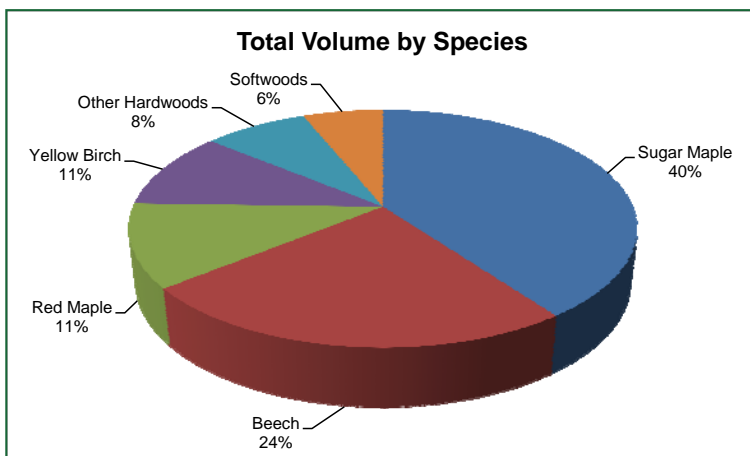
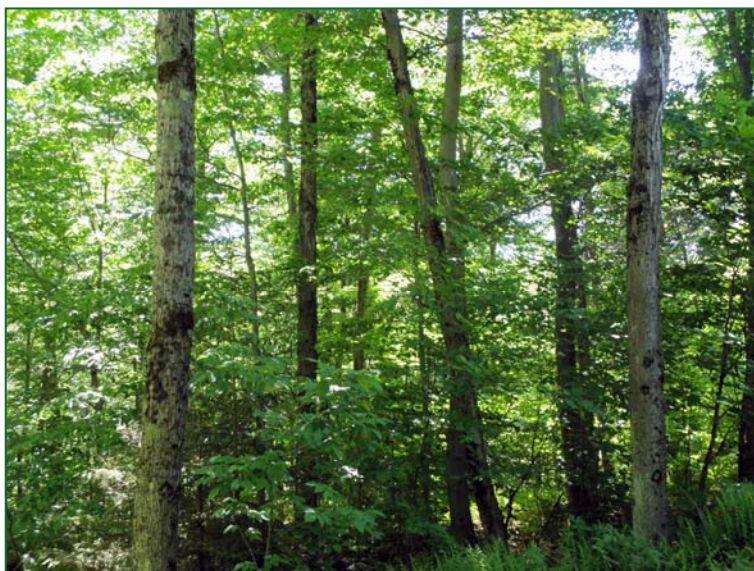
### Species Composition and Stocking:

As depicted in the graph to the left, Brunner Hill's desirable species mix is dominated by a quality sugar maple resource comprising 40% of total stocking. While the timber resource has been managed for northern hardwood sawtimber production for decades, there is also a considerable sugarbush opportunity moving forward. The recent inventory reveals 44.5 sugar maple stems per acre, a figure that suggests 50,000 $\pm$  potential taps. The remaining species are common northern forest associates and include beech (24% total stocking), red maple (11%), yellow birch (11%) and others.

Property-wide, basal area is 87.4 square feet, a level indicative of fully-stocked hardwood stands above B-Line levels. The property has been carefully managed by Fountains Forestry for the past two decades. The current ownership's goals have been to maintain and improve overall forest health and sustainability, and to manage for high-quality hardwood sawtimber products and long-term asset appreciation.



The forest features fully-stocked conditions with near-term harvest opportunities.



## TIMBER (continued)

### Sawlog Volume & Value:

Sawlog volume is dominated by a high-value sugar maple component, which makes up 60% of sawtimber volume and represents 68% of sawtimber value. For the investor who has been considering a Northeast timber property, this professionally managed property with such a significant volume of quality sugar maple volume is a must-see. Other key species by sawtimber volume include yellow birch (10%), red maple (9%), black cherry (7%) and spruce (7%).

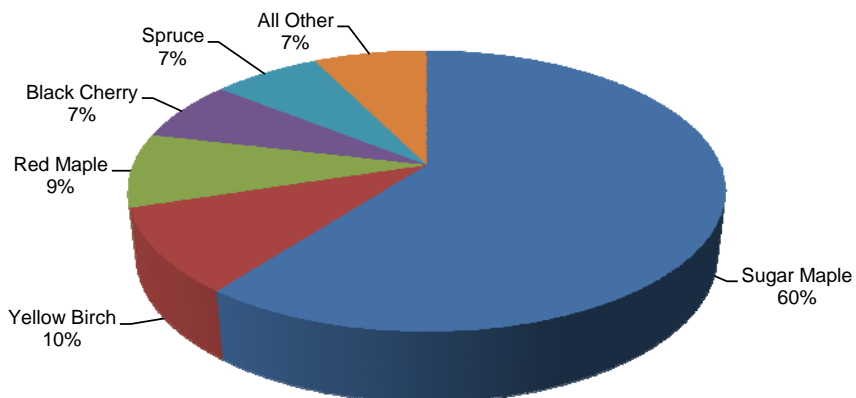
### Diameter Distribution:

With its long management history, Brunner Hill's timber resource is dominated by a quality sawtimber diameter distribution. There is an oncoming pole resource that will graduate into higher value products over the coming decade and a high percentage of acceptable growing stock in key species such as maple, birch and cherry. This sets the stage for steady asset appreciation and a potential harvest program during the next ownership cycle that is capable of generating positive income. Sawlog volume is evenly distributed between the 8-12" classes (28% of volume), 14-16" classes (37% of volume) and 18" and up (35% of volume). There is a good balance of harvest-ready, financially mature sawtimber and younger sawtimber stems, which can continue to grow over the next ownership cycle.

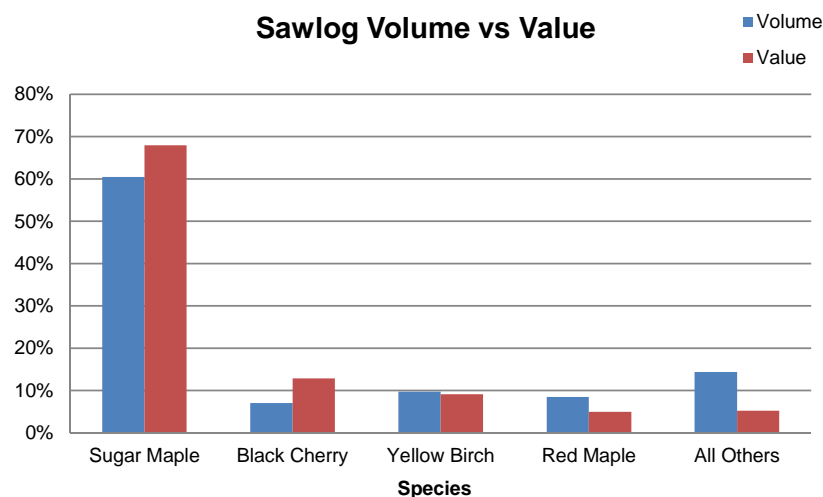
Additionally, one quarter of total stocking by cords (6.4 cords/acre) lies within the 8-10" pole classes. These are trees that will graduate into higher value sawlog products over the next 10-20 years. The resulting "ingrowth" will bolster Capital Timber Value accretion well

beyond the annual biological growth of the trees here. Sawlog diameters for key species include sugar maple: 15.3", yellow birch 16.4" and red maple 16.3".

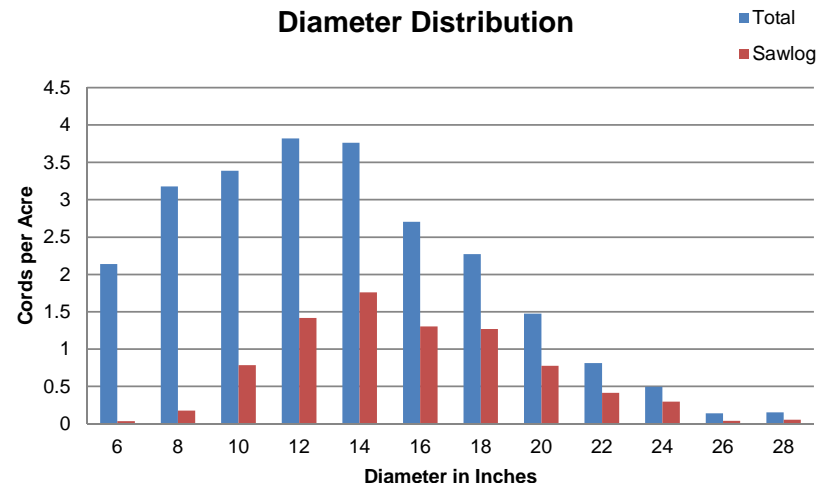
**Sawlog Volume by Species**



**Sawlog Volume vs Value**



**Diameter Distribution**



## TIMBER (continued)

### Silvicultural Options:

Brunner's timber resource has been carefully stewarded for many years and now there is timber that can be harvested sustainably over the coming ownership tenure as described below:

- Well-stocked hardwood stands in the north-central portion of Brunner Hill can support a near-term thinning that focuses on spacing, stem quality improvement and species composition. Harvests can target the removal of beech, lower-quality hardwood stems and financially mature sawtimber, with an eye on favoring the sugar maple component and continuing to manage for asset appreciation;
- Stands in the far southeast corner of the property have a mature red maple canopy with good hardwood regeneration in the understory. This area could benefit from a shelterwood application, which would remove much of the red maple from the canopy and release the young growth;
- The far southwest corner of the property near the North Branch of the Grasse River has stands with many mature cherry trees that are ready to harvest. This area could also benefit from a shelterwood application.



**A significant maple resource (44 stems per acre) could also provide a great sugarbush opportunity.**

## ACREAGE

The town of Colton tax acreage is reported as 1,233 acres. GIS acres are 1,267 and based upon GPS corner points and boundary line locations collected in the field. Boundary lines are in generally good condition. A breakdown of commercial and non commercial acreage is illustrated in the following table.

Brunner Hill Acreage	
Forest	1200
Open	2
Water	3
Wetland	62
Non-Commercial	67
Total GIS Acres	1267

**An extensive internal trail network facilitates forestry and recreational activities.**



Fountains Land Inc. is the exclusive broker representing the seller's interest in the marketing, negotiating and sale of this property. Fountains has an ethical and legal obligation to show honesty and fairness to the buyer. The buyer may retain brokers to represent their interests. All measurements are given as a guide, and no liability can be accepted for any errors arising therefrom. No responsibility is taken for any other error, omission, or misstatement in these particulars, nor do they constitute an offer or a contract. We do not make or give, whether in these particulars, during negotiations or otherwise, any representation or warranty in relation to the property.

## BRUNNER HILL FOREST

## Timber Valuation

Prepared By

FOUNTAINS FORESTRY INCORPORATED

Colton, St. Lawrence County  
November 20151,267 Acres  
1,200 Commercial Acres

Species	Volume MBF/CD	Unit Price Range			Total Value
		Low	High	Likely	Likely
<b>Sawtimber - MBF (International 1/4")</b>					
Sugar Maple	1,467	325.00	400.00	365.00	535,300
Sugar Maple Veneer	85	1,000.00	1,500.00	1,250.00	105,900
Sugar Maple Pallet	1,464	50.00	70.00	60.00	87,800
Black Cherry	213	325.00	400.00	375.00	80,000
Yellow Birch	299	200.00	275.00	250.00	74,800
Black Cherry Veneer	23	1,800.00	2,500.00	2,250.00	51,800
Red Maple	261	150.00	200.00	175.00	45,700
Spruce/Fir	347	90.00	110.00	100.00	34,700
Yellow Birch Veneer	19	650.00	900.00	750.00	14,300
Hardwood Pallet	282	40.00	50.00	45.00	12,700
White Ash	51	150.00	200.00	175.00	8,900
Yellow Birch Pallet	167	40.00	60.00	50.00	8,400
Black Cherry Pallet	113	50.00	60.00	55.00	6,200
Hemlock	127	25.00	45.00	35.00	4,400
Beech	64	25.00	45.00	35.00	2,200
Cedar	6	25.00	45.00	35.00	200
<b>Pulpwood - Cords</b>					
Hardwoods	18,269	10.00	15.00	13.50	246,600
Hemlock	532	10.00	15.00	13.50	7,200
Softwood	292	3.00	5.00	4.00	1,200

<b>Totals</b>					
Sawtimber Total	4,988	MBF			\$1,073,300
Sawtimber Per Acre	3.937	MBF			\$847
Sawtimber Per Comm. Acre	4.157	MBF			\$894
Cordwood Total	19,093	Cords			\$255,000
Cordwood Per Acre	15.1	Cords			\$201
Cordwood Per Comm. Acre	15.9	Cords			\$213
Total Per Acre					\$1,048

<b>Total Value</b>	<u>Low</u>	<u>High</u>	<u>Likely</u>
	\$1,221,000	\$1,405,000	\$1,328,300

BASED ON FALL 2015 INVENTORY CRUISE BY FOUNTAINS FORESTRY

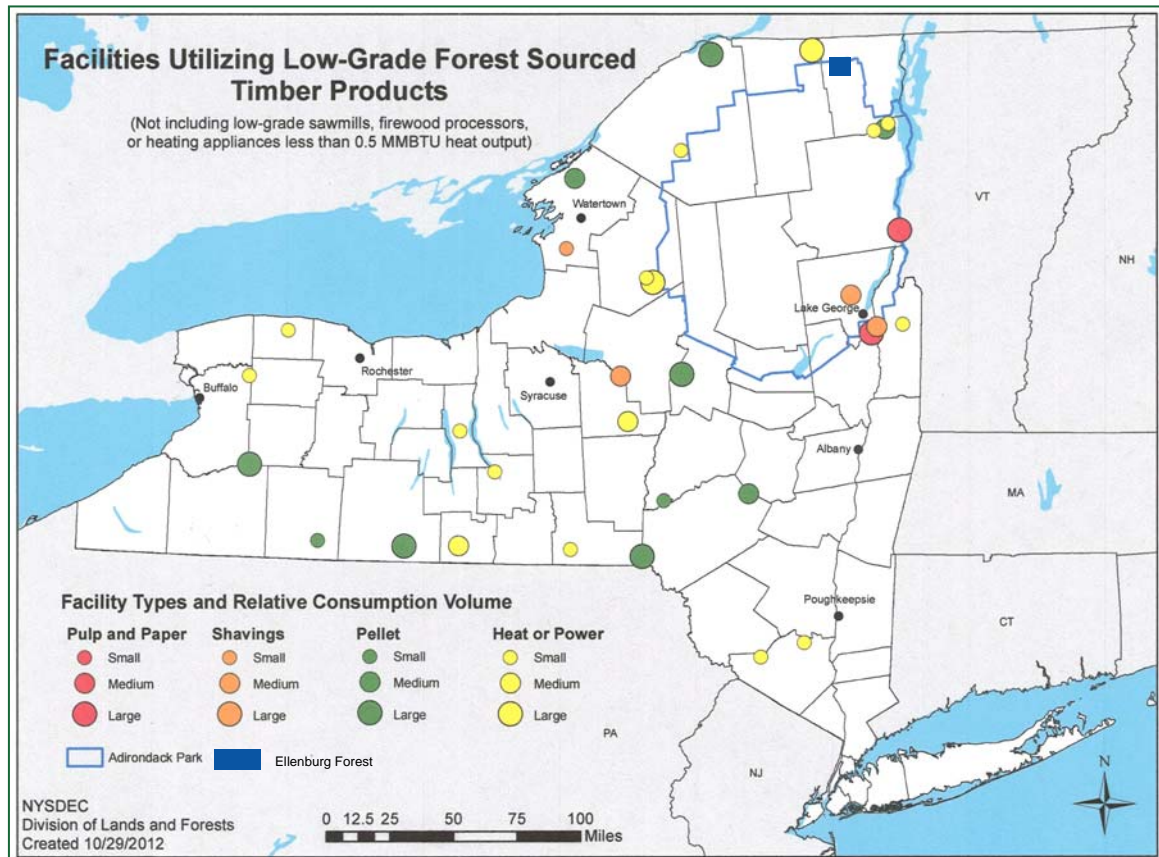
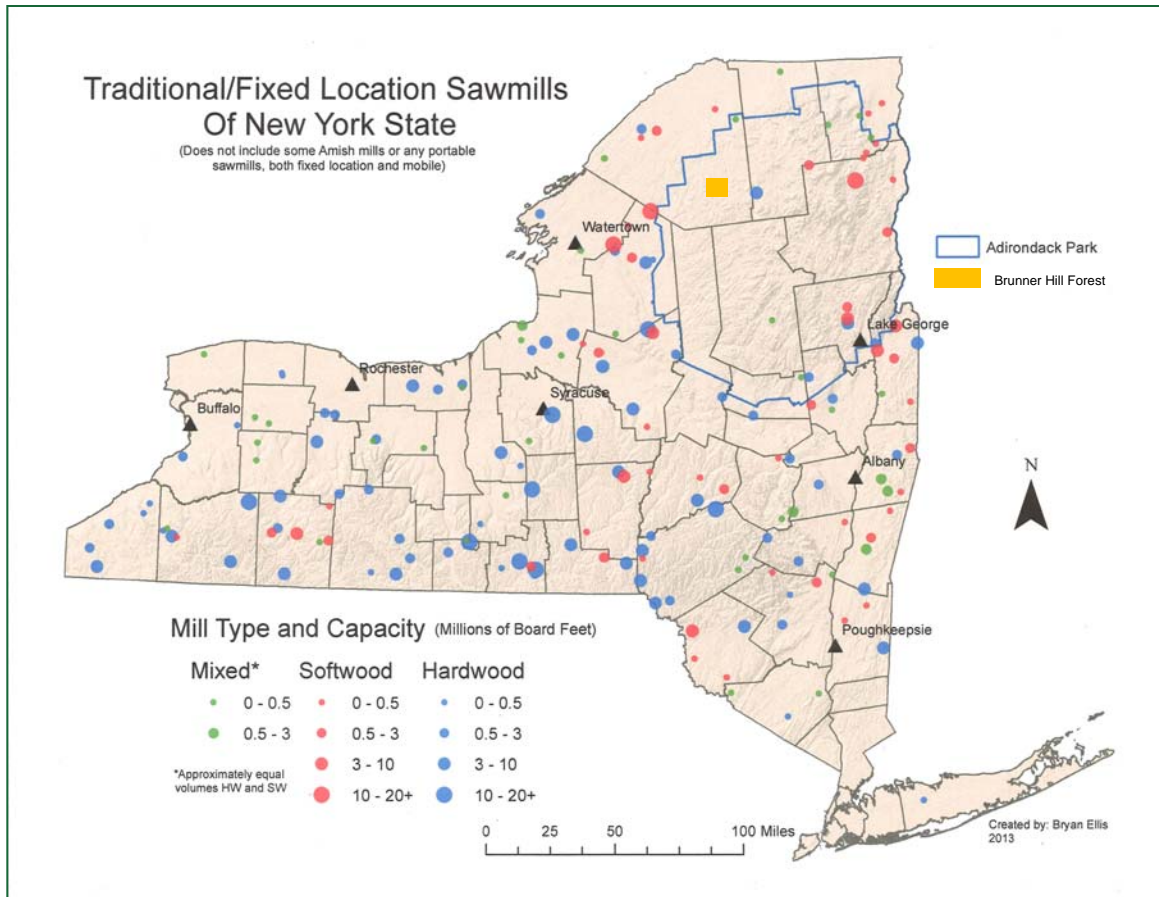
240 BAF 15 Cruise Points. At the 95% confidence level standard error is 13.2% on sawlogs and 9.8% on all products.

The volumes and values reflect estimated total capital value of merchantable timber.

The volumes and values are not a liquidation value.

Prices are averages for the area and are adjusted to reflect, access, quality and operability of the site.

# NEW YORK FOREST PRODUCTS MARKETS

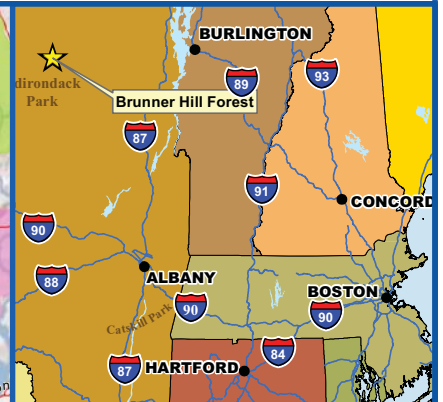
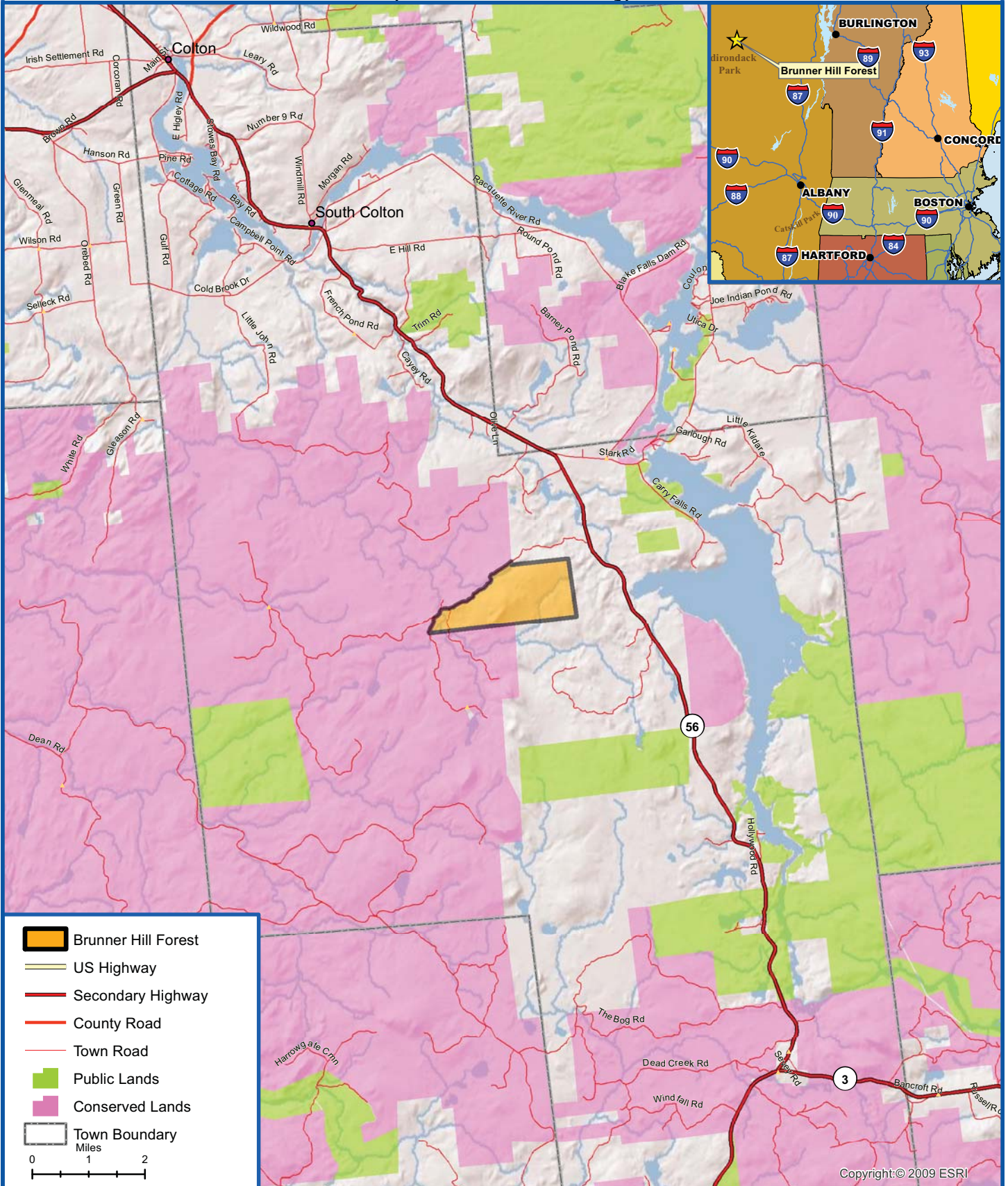




# Locus Map Brunner Hill Forest

1,267 GIS Acres  
Colton, St. Lawrence County, NY

fountains

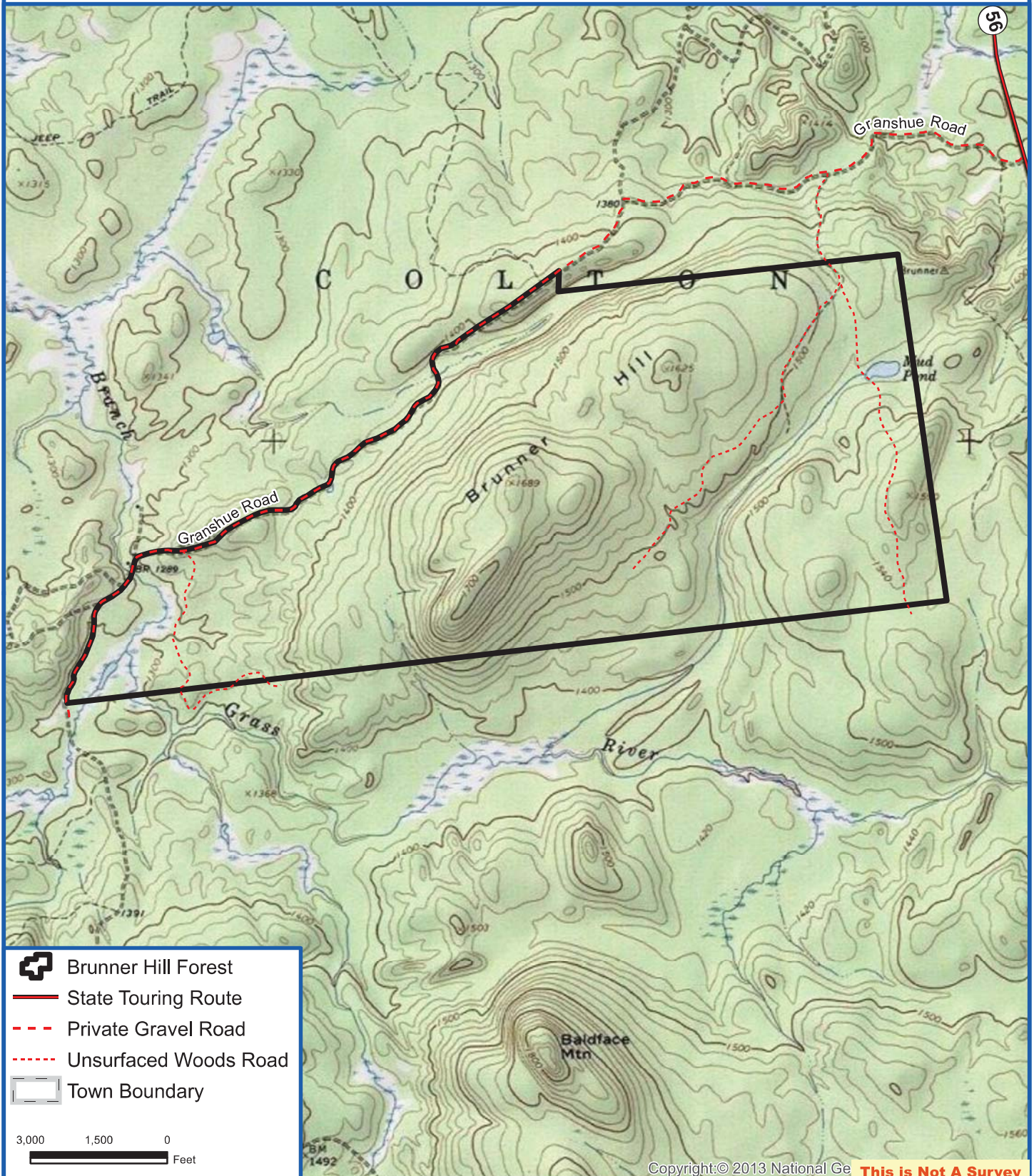




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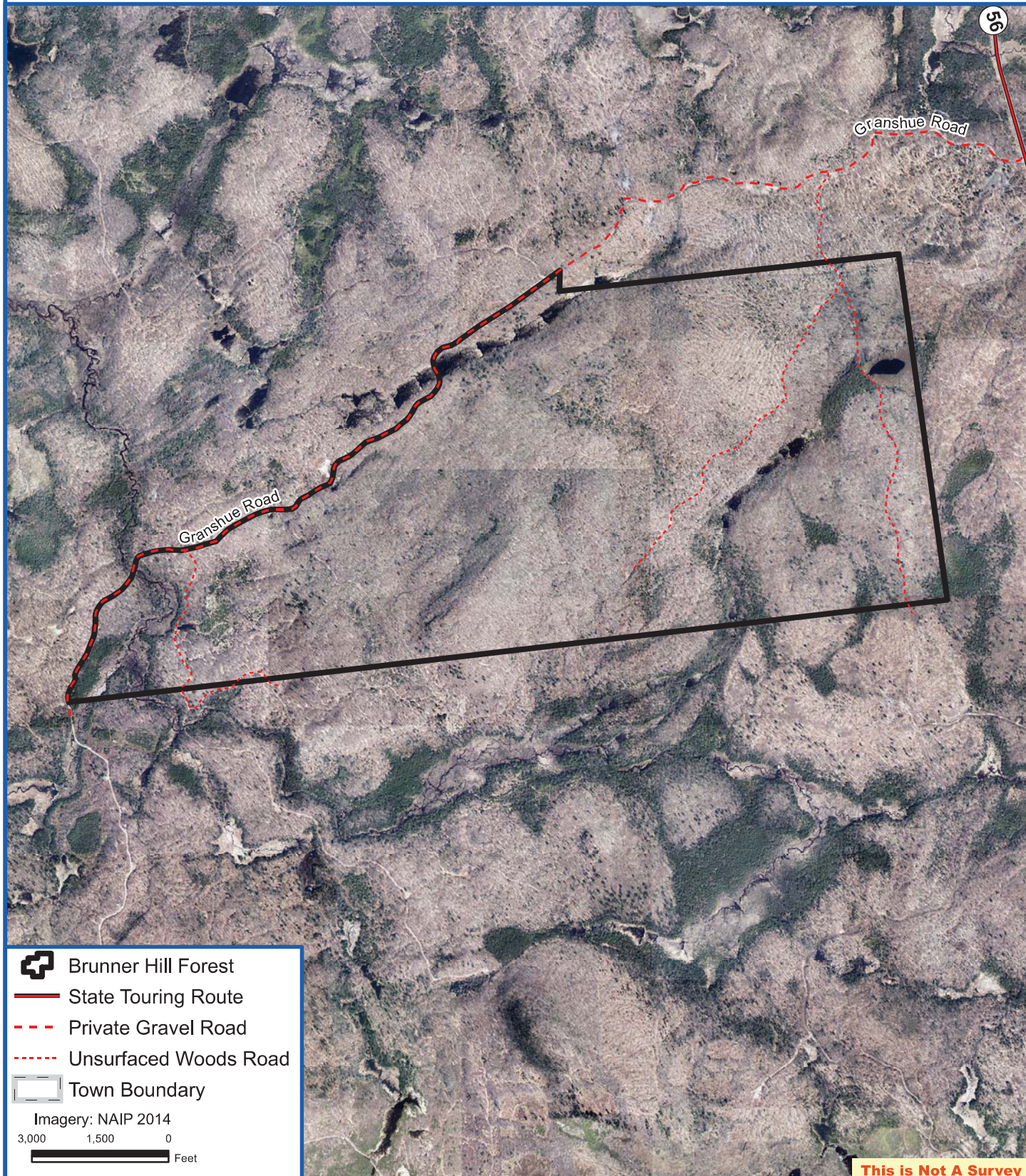
Map produced from the best available information including town tax maps, hand held GPS data, aerial photography and reference information obtained from NYS GIS Clearinghouse. Boundary lines portrayed on this map are approximate and could be different than the actual location of boundaries found in the field.



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Colton, St. Lawrence, NY

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## **New York State Disclosure Form for Buyer and Seller**

### **THIS IS NOT A CONTRACT**

*New York State law requires real estate licensees who are acting as agents of buyers and sellers of property to advise the potential buyers and sellers with whom they work of the nature of their agency relationship and the rights and obligations it creates. This disclosure will help you to make informed choices about your relationship with the real estate broker and its sales associates.*

*Throughout the transaction you may receive more than one disclosure form. The law requires each agent assisting in the transaction to present you with this disclosure form. A real estate agent is a person qualified to advise about real estate.*

*If you need legal, tax or other advice, consult with a professional in that field.*

### **Disclosure Regarding Real Estate Agency Relationships**

#### **Seller's Agent**

A seller's agent is an agent who is engaged by a seller to represent the seller's interest. The seller's agent does this by securing a buyer for the seller's home at a price and on terms acceptable to the seller. A seller's agent has, without limitation, the following fiduciary duties to the seller: reasonable care, undivided loyalty, confidentiality, full disclosure, obedience and duty to account. A seller's agent does not represent the interests of the buyer. The obligations of a seller's agent are also subject to any specific provisions set forth in an agreement between the agent and the seller. In dealings with the buyer, a seller's agent should (a) exercise reasonable skill and care in performance of the agent's duties; (b) deal honestly, fairly and in good faith; and (c) disclose all facts known to the agent materially affecting the value or desirability of property, except as otherwise provided by law.

#### **Buyer's Agent**

A buyer's agent is an agent who is engaged by a buyer to represent the buyer's interest. The buyer's agent does this

by negotiating the purchase of a home at a price and on terms acceptable to the buyer. A buyer's agent has, without limitation, the following fiduciary duties to the buyer: reasonable care, undivided loyalty, confidentiality, full disclosure, obedience and duty to account. A buyer's agent does not represent the interest of the seller. The obligations of a buyer's agent are also subject to any specific provisions set forth in an agreement between the agent and the buyer. In dealings with the seller, a buyer's agent should (a) exercise reasonable skill and care in performance of the agent's duties; (b) deal honestly, fairly and in good faith; and (c) disclose all facts known to the agent materially affecting the buyer's ability and/or willingness to perform a contract to acquire seller's property that are not inconsistent with the agent's fiduciary duties to the buyer.

#### **Broker's Agents**

A broker's agent is an agent that cooperates or is engaged by a listing agent or a buyer's agent (but does not work for the same firm as the listing agent or buyer's agent) to assist the listing agent or buyer's agent in locating a property to sell or buy, respectively, for the listing agent's seller or the buyer agent's buyer. The broker's agent does not have a direct relationship with the buyer or seller and the buyer or seller can not provide instructions or direction directly to the broker's agent. The buyer and the seller therefore do not have vicarious liability for the acts of the broker's agent. The listing agent or buyer's agent do provide direction and instruction to the broker's agent and therefore the listing agent or buyer's agent will have liability for the acts of the broker's agent.

#### **Dual Agent**

A real estate broker may represent both the buyer and seller if both the buyer and seller give their informed consent in writing. In such a dual agency situation, the agent will not be able to provide the full range of fiduciary duties to the buyer and seller. The obligations of an agent are also subject to any specific provisions set forth in an agreement between

the agent, and the buyer and seller. An agent acting as a dual agent must explain carefully to both the buyer and seller that the agent is acting for the other party as well. The agent should also explain the possible effects of dual representation, including that by consenting to the dual agency relationship the buyer and seller are giving up their right to undivided loyalty. A buyer or seller should carefully consider the possible consequences of a dual agency relationship before agreeing to such representation.

**Dual Agent with Designated Sales Agents**

If the buyer and seller provide their informed consent in writing, the principals and the real estate broker who represents both parties as a dual agent may designate a sales agent to represent the buyer and another sales agent to represent the seller to negotiate the purchase and sale of real

estate. A sales agent works under the supervision of the real estate broker. With the informed consent of the buyer and the seller in writing, the designated sales agent for the buyer will function as the buyer’s agent representing the interests of and advocating on behalf of the buyer and the designated sales agent for the seller will function as the seller’s agent representing the interests of and advocating on behalf of the seller in the negotiations between the buyer and seller. A designated sales agent cannot provide the full range of fiduciary duties to the buyer or seller. The designated sales agent must explain that like the dual agent under whose supervision they function, they cannot provide undivided loyalty. A buyer or seller should carefully consider the possible consequences of a dual agency relationship with designated sales agents before agreeing to such representation.

This form was provided to me by Todd Waldron (print name of licensee) of Fountains Land  
(print name of company, firm or brokerage), a licensed real estate broker acting in the interest of the:

- ☒ Seller as a (check relationship below)

☐ Buyer as a (check relationship below)
- ☒ Seller’s agent

☐ Buyer’s agent
- ☐ Broker’s agent

☐ Broker’s agent
- ☐ Dual agent
- ☐ Dual agent with designated sales agent

If dual agent with designated sales agents is checked: \_\_\_\_\_ is appointed to represent the buyer;  
and \_\_\_\_\_ is appointed to represent the seller in this transaction.

I/We \_\_\_\_\_ acknowledge receipt of a copy of this disclosure form:  
signature of { } Buyer(s) and/or { } Seller(s):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_