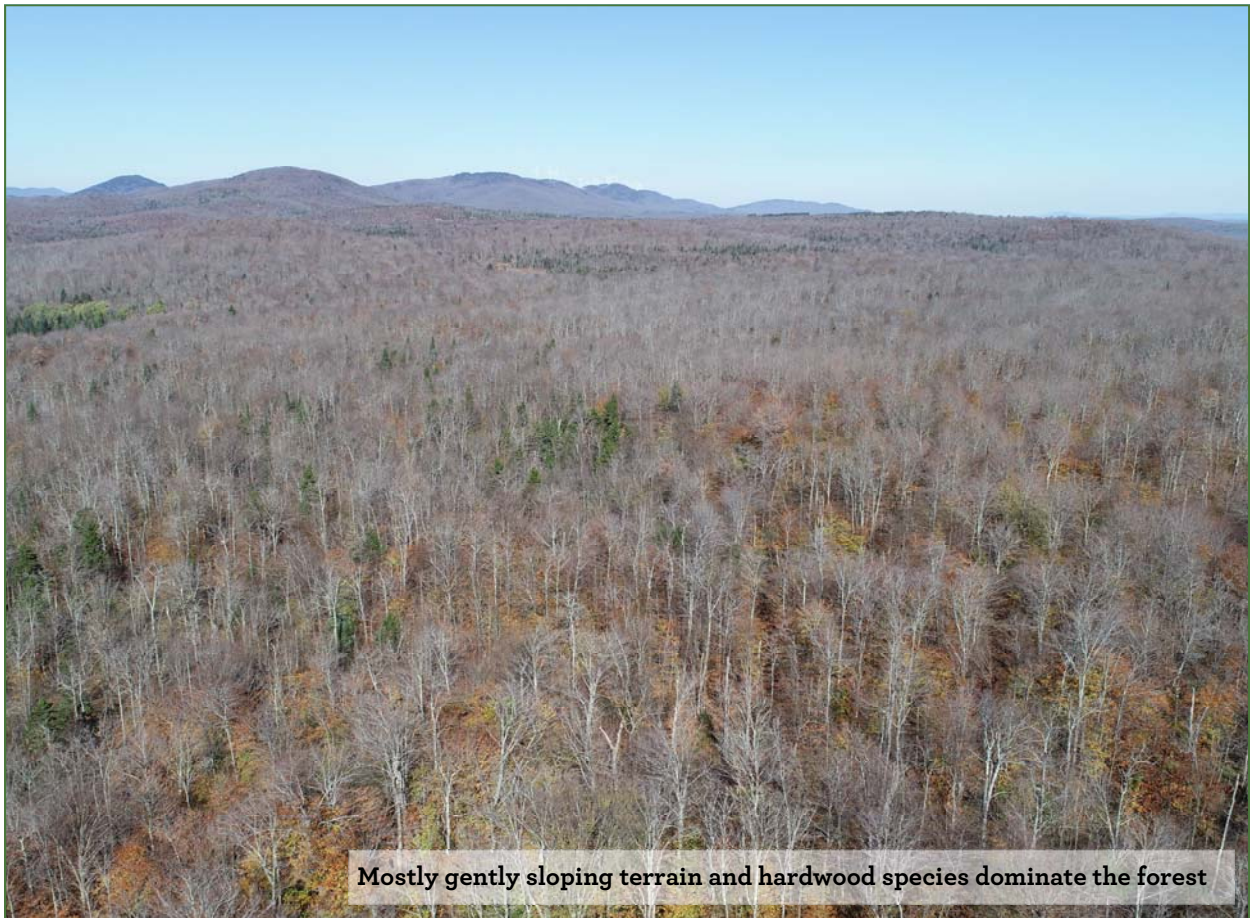


EDEN-CRAFTSBURY FOREST

Protected by a Vermont Land Trust easement, the forest offers a long-term timber investment opportunity with preferred hardwood and softwood species, broad diameter distribution and gently sloping terrain.



Mostly gently sloping terrain and hardwood species dominate the forest

***±2,155 GIS acres
Eden and Craftsbury, Vermont***

Price: \$1,220,000

INVESTMENT OVERVIEW

Eden-Craftsbury Forest represents an exceptional timber investment opportunity with attractive species composition, mostly gentle terrain and diverse diameter distribution, including maturing stems, ensuring a regular, periodic flow of income from future forest management activity.

The ownership, Atlas Timberlands Partnership, is a collaboration between two conservation groups, The Nature Conservancy and the Vermont Land Trust. Together, they have held the property (along with other lands) as a model for managing a diverse array of stewardship goals, including the practice of sustainable silvicultural operations. Their goal in divesting is to raise funds to further their forestland conservation work on new projects.

Investment highlights include:

- Pure timber investment, where existing conservation easement sets asking price at 72% of capital timber value;
- Present ownership history of conducting silvicultural operations with focus on improving overall forest conditions;
- Ideal species composition, dominated by the maples and yellow birch;
- Developed internal access;
- Mostly gently sloping terrain, enhancing cost-efficient forestry operations;
- Recreational opportunity supported by the right to build a rustic camp.

LOCATION

The property is located in north-central Vermont, within a rural, forested area and equidistant from two state highways.

To the east, Craftsbury Village is 5 miles to the east, where Route 14 runs north and south to each end of the state. Eden Village is 5 miles to the west, where Route 100 runs from the Canadian border south to Massachusetts. Additionally, 20 miles to the northeast is the hamlet of Irasburg near Interstate 91. All three road corridors provide excellent access to diverse forest products manufacturing companies both regionally and internationally into Canada.

Burlington, Vermont's largest city and home to an international airport, is a 1.25-hour drive to the southwest. Montreal, Canada is a 2-hour drive to the northwest. Boston is roughly a 3.5 hour drive to the southeast.



A wide diameter distribution characterizes the timber resource, including larger, maturing stems.



Looking west over the Eden Unit with Belvidere Mountain in view in center background, the Cold Mountain Range to its left and the Tillotston Peak-Burnt Mountain complex to the right.

ACCESS

Most of the 1,153 acres of the Eden Unit are accessed by a right-of-way off Bornemann Road (a short spur off the junction of Garfield and Craftsbury Roads). Once on the property, a $\pm 5,700'$ truck road leads to nearly the center of the unit. From this point, a winter road heads $\pm 4,500'$ west to the northwest section of the Eden Unit. The extreme eastern section of the Eden Unit and the southwestern section of the 948-acre Craftsbury Unit have traditionally been accessed by a private road (by permission) extending beyond the end of Garfield Road.

The eastern end of the Craftsbury Unit is accessed by an undeveloped right-of-way from a private road off Collinsville Road that crosses the Wildbranch River and begins beyond a home. In the recent past, the north-central section of the Craftsbury Unit was accessed through an adjacent landowner's field (by permission), where a winter road has been built well into the land.

There is a 54-acre, landlocked parcel that comes with the land, located just north of the Eden Unit. No timber or contributory property value has been assigned to this parcel; however, it likely has value if sold to an adjacent landowner, something the seller has not explored.

SITE DESCRIPTION

The property spans nearly 2.6 miles from north to south and, at its widest, stretches 3.4 miles across. This considerable footprint surprisingly covers mostly gently sloping terrain with only one ridge just west of the town line. As such, there is minimal terrain relief, with the highest elevation of 1,700' ASL at two high points in the Eden Unit and the lowest elevation of 1,100' at the land's extreme eastern end, where the property nearly touches the Wild Branch River. This mostly gentle terrain allows for the easy movement of harvesting equipment and the low cost of road construction.

Several "top of the watershed" streams traverse the land, which create the various wetlands (covering ± 176 acres) on the property. No timber data or property value is attributed to these wetland areas.

While high-density maple stands exist in many areas, the lack of consistent sloping terrain to access points limits opportunities on the property for large-scale sugarbush management; however, some areas have traits that offer potential.

Habitat for big game mammals is ideal; signs of moose, bear and white-tailed deer are common.



The internal access road as it runs through the Eden Unit.



Wetlands and other non-productive land covers roughly 176 acres, with some areas containing open water created by beaver activity (a beaver lodge is pictured here).

TIMBER RESOURCE

Timber data in this report are based on a monumented and comprehensive timber inventory, conducted in the fall of 2016 by the ownership's forest consultant, M.D. Forestland Consulting, LLC. 388 points were sampled (1 plot per 5 commercial acres), covering a 460' X 460' grid and using a 15-factor prism. Sampling statistics are $\pm 7.1\%$ standard error for sawlog products and $\pm 4.9\%$ for all products combined at the 90% confidence interval, figures well within industry standards. Upon adding growth for 2017 through 2019, these data reveal a total sawlog volume of 7,578 MBF International $\frac{1}{4}$ " scale (3.9 MBF/commercial acre) with 33,018 pulpwood cords (17.1 cords/commercial acre). Combined total commercial per acre volume is 25 cords, a figure in excess of the regional average. Stumpage values were assigned to the volumes in July of 2019, producing a property-wide Capital Timber Value (CTV) of \$1,701,000 (\$810/total acre). See the Timber Valuation in this report for details.

Species Composition:

A species composition dominated by hardwoods prevails, with hardwoods at 88% and softwoods at 12% of total volume. Species composition for all products combined offers a favorable mix and is led by the sugar maple at 26% of total volume, followed by yellow birch (25%), red maple (19%), white ash (8%), beech (7%) and spruce/fir (9%), with miscellaneous species making up the balance. The sawlog volume breakdown consists largely of species with historically strong demand, dominated by yellow birch, spruce/fir and the maples.

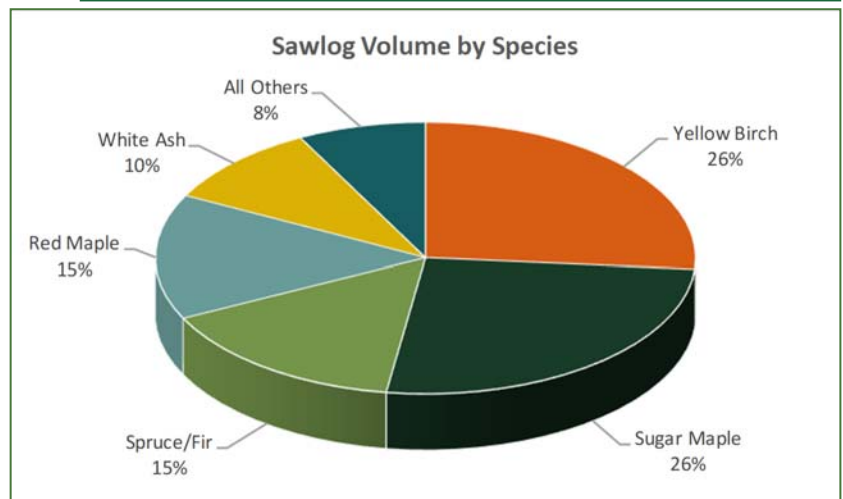
Stocking and Stem Quality:

Overall, forest stocking is variable, with overstocked conditions in previously untreated units and well-stocked to understocked conditions in areas previously thinned. Natural regeneration has become fully established in areas where group clearcuts have occurred. Average Basal Area (BA) is 88 ft² on 196 stems/acre. The Acceptable Growing Stock BA is 40 ft².

Stem quality for maple and yellow birch in all age classes is very good, providing for robust asset appreciation in the coming decades.



Above - Prime hardwood stand along an internal winter road
 Below - Yellow birch and maple along a skid trail.



TIMBER RESOURCE (continued)

Sawlog Value:

Sawlog value is largely dominated by sugar maple (31%) and yellow birch (25%), followed by white ash (16%), red maple (13%) and spruce/fir (11%).

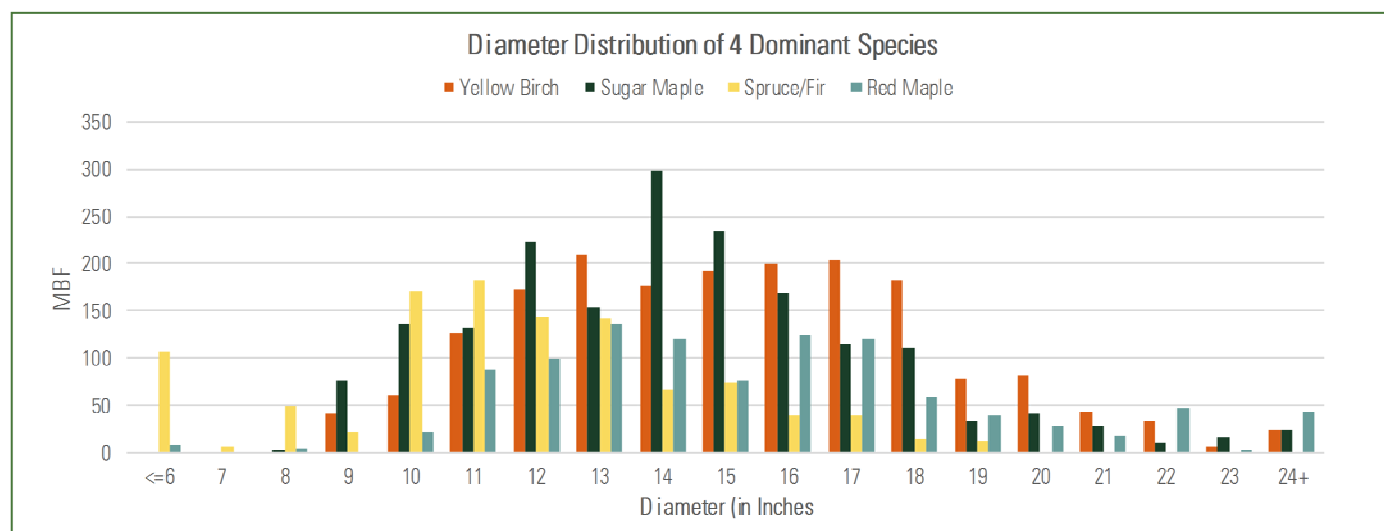
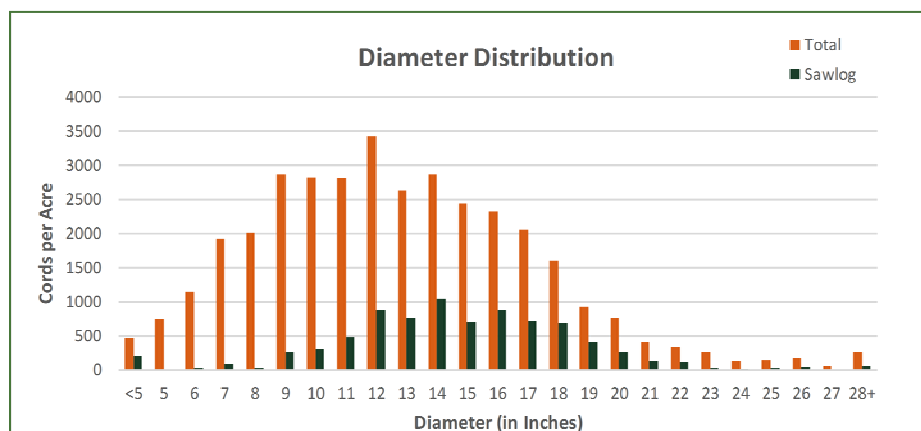
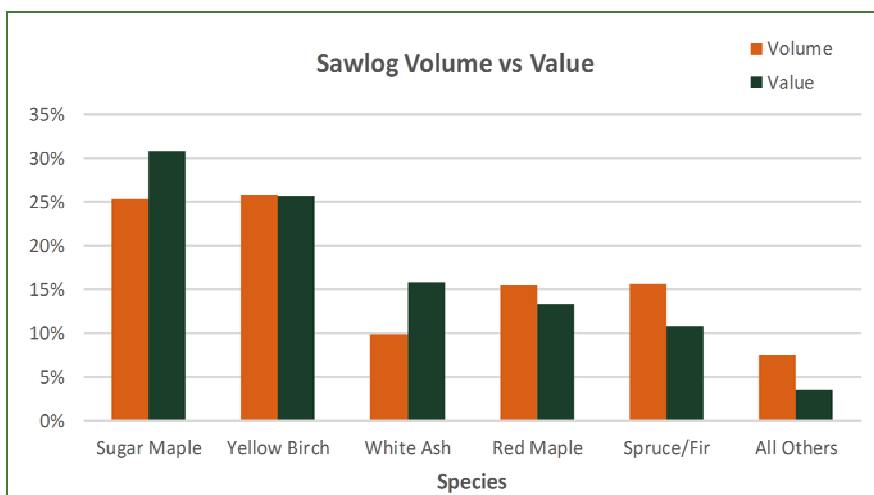
Diameter Distribution:

Average diameter for all products combined by volume is 12.5", while the average sawlog diameter is 13.5". Average diameters for the four major species are sugar maple 14", yellow birch 15", red maple 15" and spruce/fir 11.5".

One striking attribute of the forest is the abundant advanced sapling to pole-sized growing stock (5-10" diameters), which resulted from harvesting in the late 1970s to mid-1990s. This growing stock holds 33% of total volume, representing a considerable asset appreciation scenario (ingrowth) as this pulpwood size class matures into sawlogs over the next 10-20 years.

Silvicultural History:

During the ownership's tenure, forestry operations were conducted in 2009 with patch group cuts and thinning within the central and eastern end of the Eden Unit. In 2011, patch group cuts were conducted at the eastern end of the Eden Unit and western end of the Craftsbury Unit. In 2012, patch group cuts with some thinning were conducted within the central and northern Craftsbury Unit. The silvicultural goal was to create a new age class by targeting areas of poor stocking and undesirable species composition. The young age class created from this activity shows up within the ≤5" and 6" stems in the diameter distribution data.



CONSERVATION EASEMENT

The conservation easement on the property will be held by the Vermont Land Trust (VLT), one of the most respected conservation organizations in the nation. A working forest “partnership” with VLT offers the new owner predictability and cooperation, given the long history and respected reputation this land trust has established.



Fully stocked stands along side areas that received an overstory removal.

A principal objective of the easement is to maintain and process healthy and abundant forest resources. The terms of the easement prevent subdivision and future development of any kind; however, forestry and sugarbush operations, and construction of associated support infrastructure, are permitted.

Easement highlights include:

- Most sustainable and traditional forestry and sugarbush activities are permitted to support the long-term stewardship of the protected property;
- The entire property is open to non-vehicular public recreation and hunting;
- Silvicultural activities are limited to sustainable levels, with target diameters set for each species.
- Surface Water Protection Zones (SWPZs), covering 230 acres, permit limited harvesting, with special consideration to maintaining water quality.

Copies of the easement and baseline documentation are available upon request.

ACREAGE, TAXES & TITLE

Property taxes for 2019 are \$5,646. The property is enrolled in the State of Vermont’s Use Value Appraisal (UVA) program.

The property is owned by the Atlas Timberlands Partnership, whose deeds are recorded in the Towns of Eden (Book 48, Page 142) and Craftsbury (Book 49, Page 591). Parcel ID number in Eden is 20.01.01 and in Craftsbury is 00180. Total Grand List acres are 2,036.5, while the GIS acreage is 2,155; the latter is believed to be more accurate and the basis for the timber data and for setting property asking price.

Acreage Chart

Item	Acres
Non-Commercial	176
Forestland	1679
Forestland WPZ	246
Landlocked Parcel (not part of timber inventory data)	54
Total	2155
Productive Forestland	1925

All buyers **MUST** be evaluated under the conflict of interest (COI) policies of both The Nature Conservancy and the Vermont Land Trust. Conflict review is performed using each organization’s Disclosure Form available on request.

NOTE: All purchase offers must be accompanied by fully executed COI Disclosure Forms.

Fountains Land 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.

Eden-Craftsbury Timberlands

Timber Valuation

Prepared By

F&W FORESTRY SERVICES, INCORPORATED

Eden & Craftsbury, Vermont
October 2019

2,100 Acres
1,925 Commercial Acres

Species	Volume MBF/CD	Unit Price Range			Total Value
		Low	High	Likely	Likely
Sawtimber - MBF (International 1/4")					
Sugar Maple	841	300.00	400.00	360.00	302,600
Yellow Birch	1,200	175.00	250.00	225.00	269,900
White Ash	650	275.00	350.00	300.00	195,100
Red Maple	620	175.00	250.00	225.00	139,500
Spruce/Fir	1,190	100.00	125.00	115.00	136,900
Sugar Maple Pallet	1,091	45.00	100.00	80.00	87,300
Pallet / Grade 3	751	30.00	75.00	50.00	37,600
Yellow Birch Pallet	736	35.00	75.00	50.00	36,800
Black Cherry	121	150.00	200.00	175.00	21,100
Yellow Birch Veneer	24	600.00	800.00	700.00	16,900
Hemlock	308	30.00	50.00	40.00	12,300
Black Cherry Veneer	5	800.00	1,100.00	1,000.00	4,700
Other Hardwood	30	30.00	100.00	75.00	2,300
White Pine Pallet	7	15.00	30.00	20.00	100
Beech	4	25.00	45.00	35.00	100
Pulpwood - Cords					
Hardwoods	30,287	10.00	17.00	14.00	424,000
Spruce/Fir	1,736	3.00	7.00	5.00	8,700
Hemlock	985	3.00	7.00	5.00	4,900
White Pine	11	3.00	7.00	5.00	100

Totals			
Sawtimber Total	7,578 MBF		\$1,263,200
Sawtimber Per Acre	3.609 MBF		\$602
Sawtimber Per Comm. Acre	3.936 MBF		\$656
Cordwood Total	33,018 Cords		\$437,700
Cordwood Per Acre	15.7 Cords		\$208
Cordwood Per Comm. Acre	17.1 Cords		\$227
Total Per Acre			\$810

Total Value	<u>Low</u>	<u>High</u>	<u>Likely</u>
	\$1,512,000	\$1,845,000	\$1,701,000

BASED ON FALL 2016 INVENTORY CRUISE BY M. D. FORESTLAND CONSULTING

Volumes have been grown forward for 2017-2019 at growth rates in line with FIA data with certain adjustments.

Volumes are based on a 388 plots taken on a 460' x 460' grid covering 1,925.3 commercial acres

Statistical Error: 7.1% for all sawlog products and 4.8% on all cord products at the 95% confidence interval

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.

Fountains Land is a trade name for F&W Forestry Services, Inc.



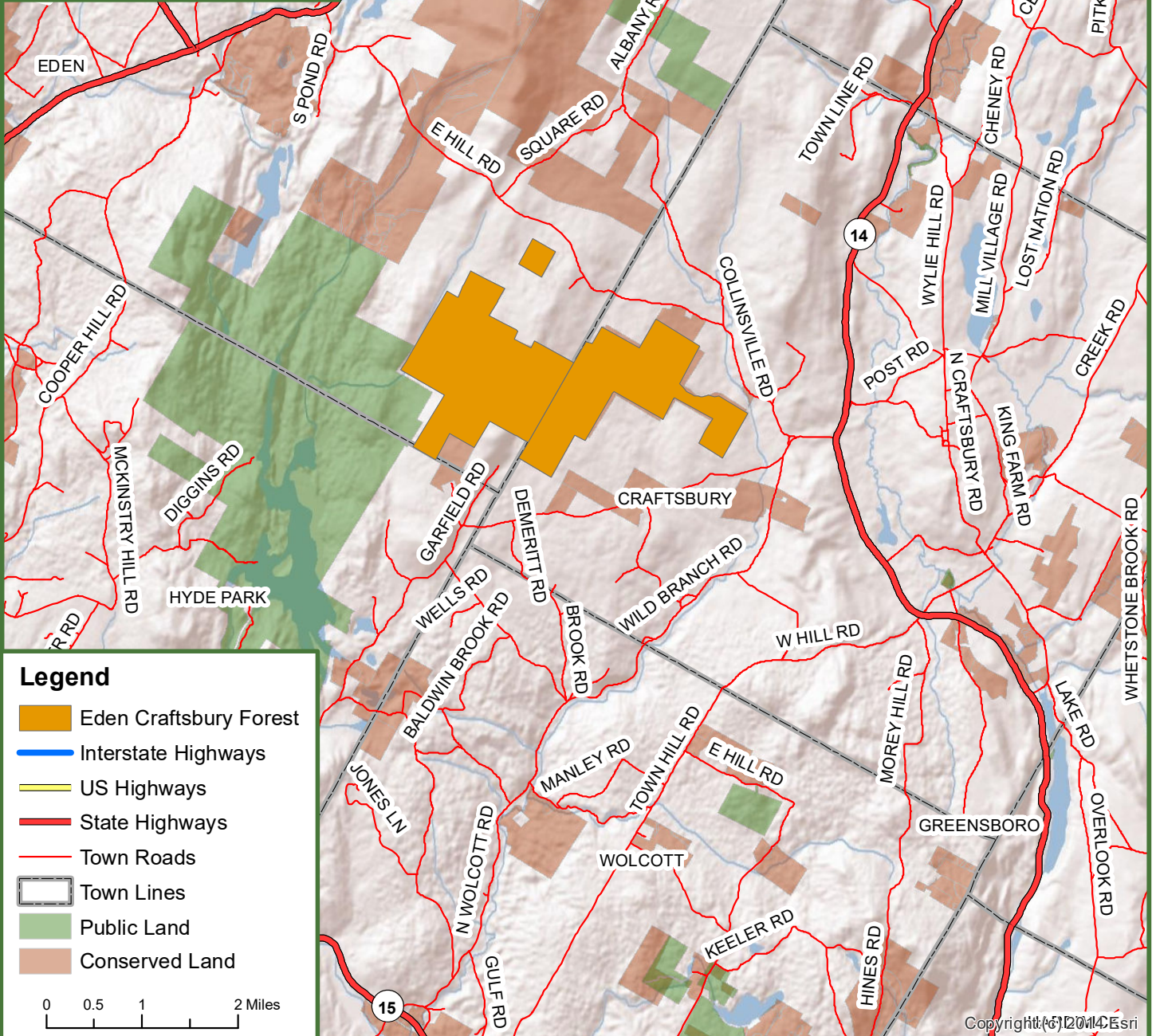
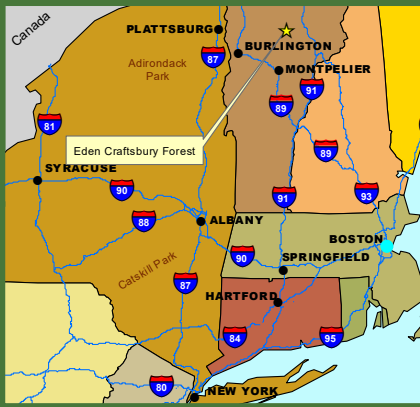
Locus Map Eden Craftsbury Forest

2,155 GIS Acres

Eden/Craftsbury, Lamoille Orlean County, Vermont



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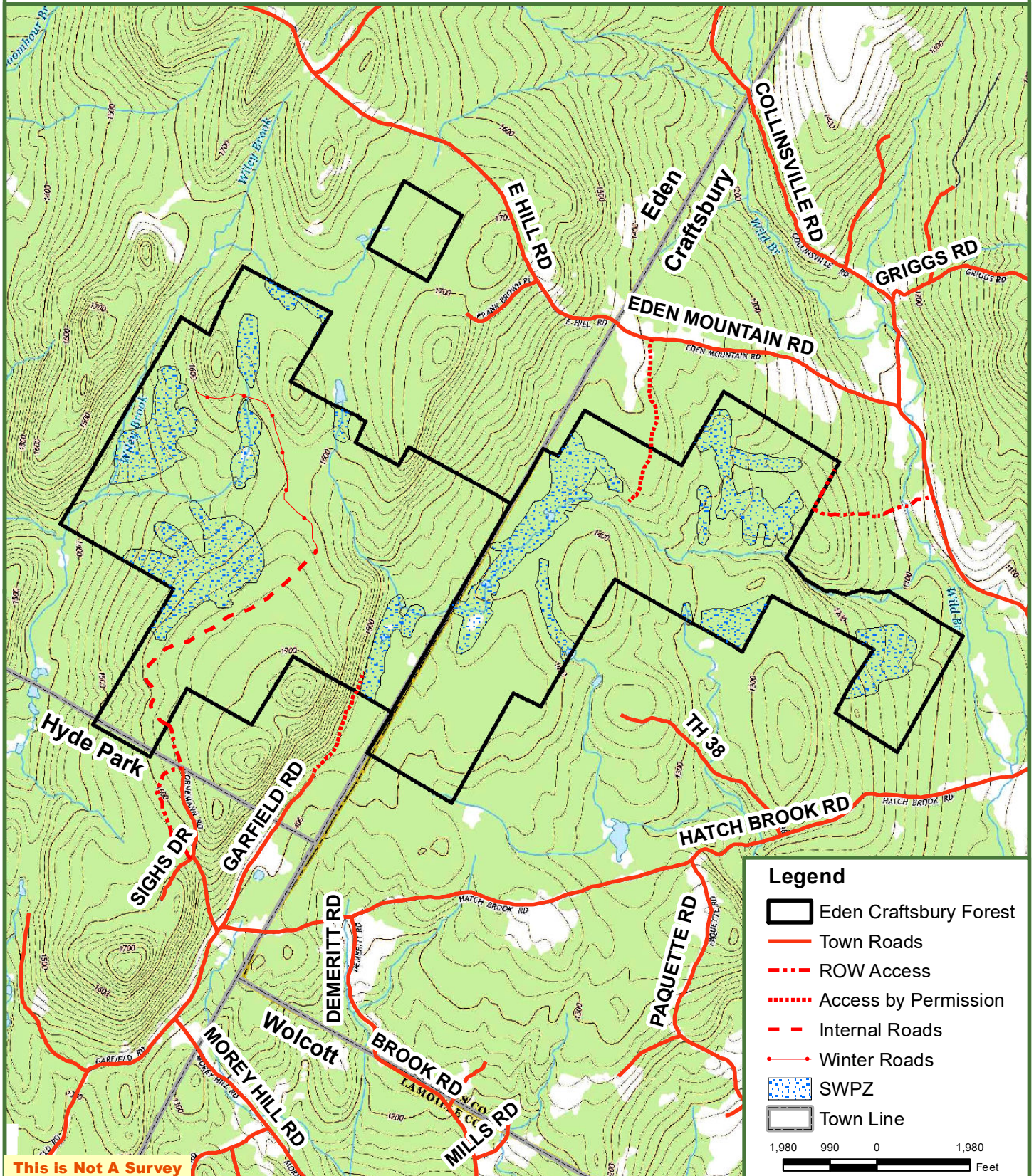
Eden Craftsbury Forest

2,155 GIS Acres

Eden/Craftsbury, Lamoille/Orlean County, Vermont



**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 publicly available GIS sources, and the owner. Boundary lines portrayed on this map are approximate and could be different than the actual location of boundaries found in the field.



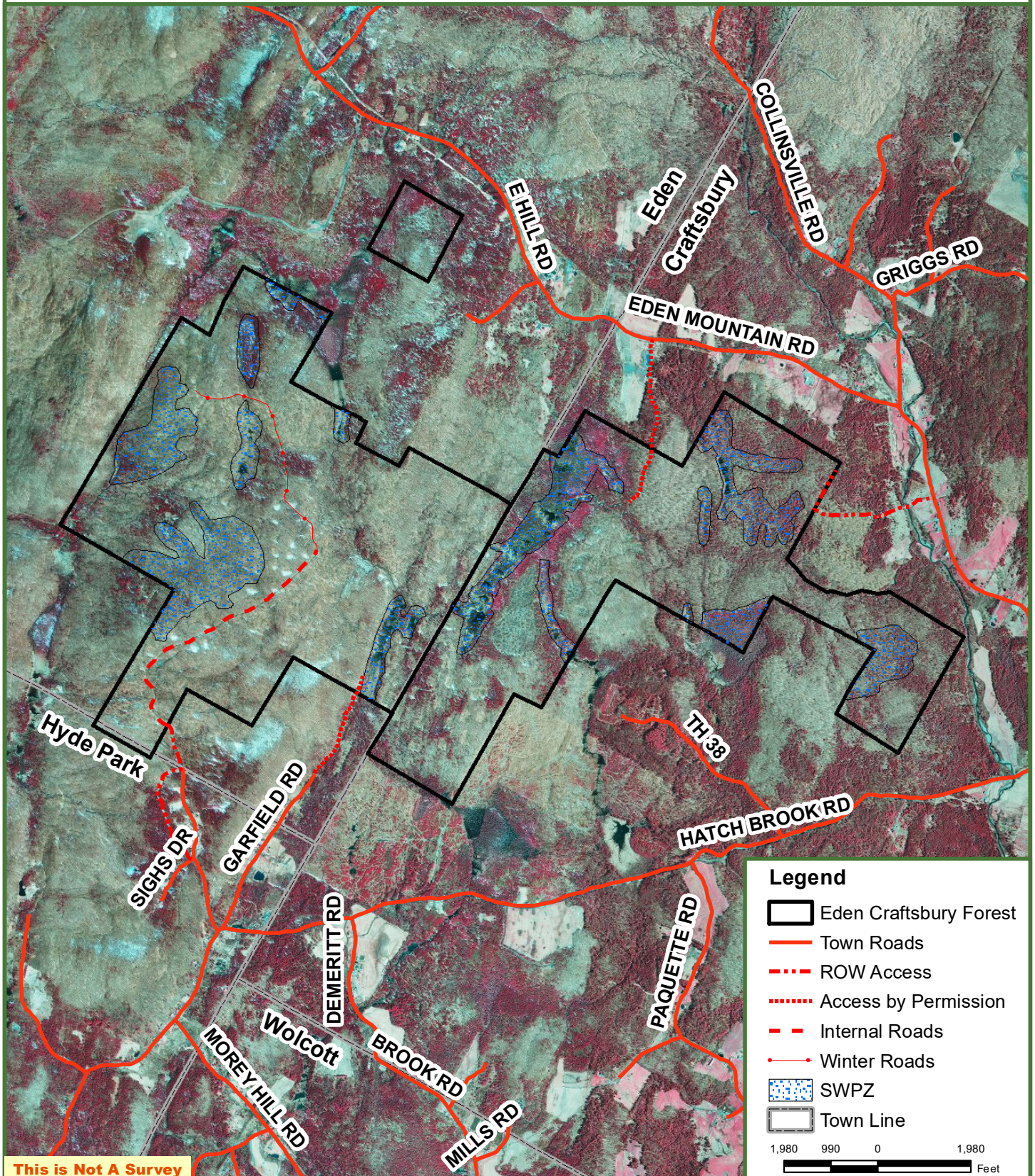
Eden Craftsbury Forest

2,155 GIS Acres

Eden/Craftsbury, Lamoille/Orlean County, Vermont



**Fountains
Land**
AN F&W COMPANY



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



Vermont Real Estate Commission Mandatory Consumer Disclosure



[This document is not a contract.]

This disclosure must be given to a consumer at the first reasonable opportunity and before discussing confidential information; entering into a brokerage service agreement; or showing a property.

RIGHT NOW YOU ARE NOT A CLIENT

The real estate agent you have contacted is not obligated to keep information you share confidential. ***You should not reveal any confidential information that could harm your bargaining position.***

Vermont law requires all real estate agents to perform basic duties when dealing with a buyer or seller who is not a client. All real estate agents shall:

- Disclose all material facts known to the agent about a property;
- Treat both the buyer and seller honestly and not knowingly give false or misleading information;
- Account for all money and property received from or on behalf of a buyer or seller; and
- Comply with all state and federal laws related to the practice of real estate.

You May Become a Client

You may become a client by entering into a written brokerage service agreement with a real estate brokerage firm. Clients receive the full services of an agent, including:

- Confidentiality, including of bargaining information;
- Promotion of the client's best interests within the limits of the law;
- Advice and counsel; and
- Assistance in negotiations.

You are not required to hire a brokerage firm for the purchase or sale of Vermont real estate. You may represent yourself.

If you engage a brokerage firm, you are responsible for compensating the firm according to the terms of your brokerage service agreement.

Before you hire a brokerage firm, ask for an explanation of the firm's compensation and conflict of interest policies.

Brokerage Firms May Offer

NON-DESIGNATED AGENCY or DESIGNATED AGENCY

- **Non-designated agency** brokerage firms owe a duty of loyalty to a client, which is shared by all agents of the firm. No member of the firm may represent a buyer or seller whose interests conflict with yours.
- **Designated agency** brokerage firms appoint a particular agent(s) who owe a duty of loyalty to a client. Your designated agent(s) must keep your confidences and act always according to your interests and lawful instructions; however, other agents of the firm may represent a buyer or seller whose interests conflict with yours.

THE BROKERAGE FIRM NAMED BELOW PRACTICES

NON-DESIGNATED AGENCY

I / We Acknowledge Receipt of This Disclosure

This form has been presented to you by:

Printed Name of Consumer

Fountains Land
Printed Name of Real Estate Brokerage Firm

Signature of Consumer

Date

Michael Tragner
Printed Name of Agent Signing Below

[] Declined to sign

Printed Name of Consumer

[Signature]
Signature of Agent of the Brokerage Firm

Date

Signature of Consumer

Date

[] Declined to sign