

## **BURBANK FOREST**

**A Vermont timber investment property holding an exceptional sugar maple timber resource where the timber value far exceeds the asking price.**



**The property's sugar maple resource holds exceptional quality.**

***±506 GIS Acres  
Coventry & Newport, Orleans County Vermont***

**Price: \$755,000**



## PROPERTY OVERVIEW

The Burbank Forest represents an attractive timber investment opportunity, dominated by a sugar maple sawlog resource that is well-aligned to robust asset appreciation from the growth and long-term harvest of the timber resource.

The current family has held the land since the early '60s and professionally managed over that period.

Property highlights include:

- Northcentral Vermont location with good access to local, regional and north to Quebec, Canada forest product markets;
- Species composition dominated by sugar maple, which accounts for 60% of the species composition;
- Solid, long-term timber investment, where the asking price is well below the standing capital timber value;
- Existing developed access roads into the land;
- Low annual taxes.



An exceptional quality growing stock and sawlog timber resource characterizes this forest investment property.

## LOCATION

Burbank Forest is located in north-central Vermont in an area that is split between forest and agricultural land. To the north and on into Canada, the agricultural footprint increases within the Black, Barton and Magog Rivers. A forested landscape dominates to the west, along the Green Mountain Range, and east, along the Vermont New Hampshire border. The property is situated at the northern end of the Lowell Mountain Range, the last forest-dominated area, before falling off north towards the Lake Memphremagog basin.



Drone shot over the property looking west with the Green Mountain Range in view in the background.

Exit 26 of Interstate 91 is 12 miles to the east and also the location of the town of Orleans. The largest nearby town is Newport which is 8 miles to the north with large box stores, and Lake Memphremagog, a lake, mostly in Canada, which covers an area of 687 square miles and stretches 31 miles north to south. Five nearby state roads (plus I91) provide ideal access to local, regional and Canadian forest products markets.

From the property, it is 3 hours southeast to Boston and 1.75 hours northwest to Montreal. Skiing at Jay Peak Resort is a 25-minute drive to the west.



## ACCESS

The property has access from two rights of way off Logan Road.

From Route 100, Poginy Hill Road runs about 1.1 miles to Logan Road, an unmaintained town road. Then on Logan Road, head south for 1 mile to the junction in the road and near a gate. The gravel road to the left (a right of way) heads +/- 1000 to the property boundary, then proceeds on the land for +/-3,000 to a landing beyond the ridge and downslope towards the land's lower eastern slope.

Back at the gate and near the junction along Logan Road, the right of way road to the south runs +/-1,100' to the boundary then continues on the land for another +/-1,900' where there is an old landing. Just beyond the landing is a camp that is off the land. These access roads are in very good condition. It appears this access also serves as access to other adjacent properties.

It is uncertain if the road onto the land's southeastern section provides deeded access from Reservoir Road however the ownership has used this access route for many decades.

## SITE DESCRIPTION

A ridgeline nearly bisects the land whose elevation runs around 1,600'. The terrain along the ridge is moderately sloping with some rock outcropping. The terrain then falls off to the east and west to a low elevation of 1,200'. The terrain along the slopes leading to the ridge is moderate with occasional steep slopes and rock outcropping.

All the terrain is compatible with mechanical harvesting systems, and the soils are primarily well-drained and highly suited to its primary species of maple and ash. However, the soils are less drained within the northwestern and extreme eastern sections of the land where mixed species are present.

There are no streams other than Dunn Brook, which clips the extreme eastern end of the property.



The lower access road as it traverses a maple stand. This gravel road is level with all culverts delineated with iron pipes to facilitate their location and maintenance of cleaning leaf litter from the drainage.



Most of the terrain holds modest slopes as seen here, well aligned to mechanical timber harvesting systems.



## TIMBER RESOURCE

Timber data in this report are based on a monumented and comprehensive timber inventory conducted in November of 2021 by F&W Forestry Services. Sixty-eight points were sampled (1 plot per 7 commercial acres), covering a 541' X 541' grid and using a 15-factor prism. Sampling statistics were  $\pm 13.6\%$  standard error for all products combined at the 95% confidence interval. The data reveals a total sawlog volume of 2,461 MBF International  $\frac{1}{4}$ " scale (5.2 MBF/commercial acre) with 7,219 pulpwood cords (15.2 cords/commercial acre). Combined total commercial per acre volume is 25.5 cords, a figure about average for the region. Stumpage values were assigned to the volumes producing a property-wide Capital Timber Value (CTV) of \$931,600 (\$1,958/commercial acre). See the Timber Valuation in this report for details.

### Species Composition

A species composition dominated by hardwoods prevails, with hardwoods at 97% and softwoods at 3% of total volume, reflective of a well-drained upper slope site. Species composition for all products combined offers a favorable mix and is heavily led by sugar maple at 60% of total volume, followed by yellow birch (10%), red maple (8%), white ash (8%), beech (4%) and other miscellaneous species making up the balance. This is a sugar maple property with the sawlog volume breakdown consisting largely of sugar maple, with a minor component of other species with historically strong demand (see graphic to the right).

### Stocking and Stem Quality

Overall, forest stocking is variable, with a consistent stocking over most of the forest excepting the areas recently harvested in 2019. Average Basal Area (BA) is 84 ft<sup>2</sup> on 165 stems/acre. The Acceptable Growing Stock BA is 61 ft<sup>2</sup>.

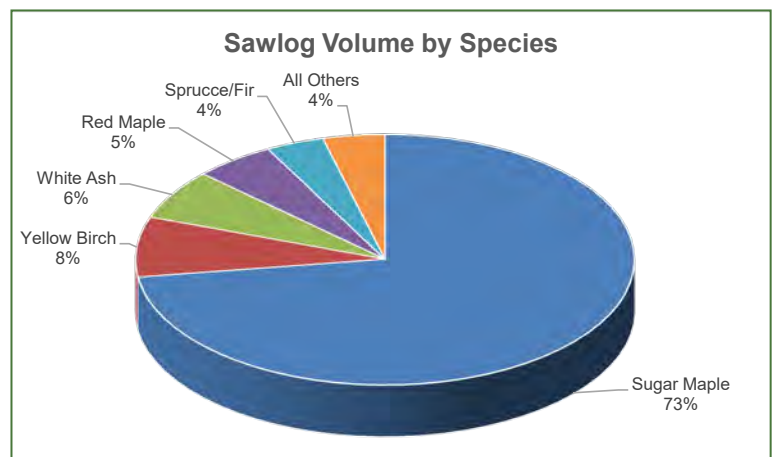
Stem quality can be considered exceptional throughout the property, especially in mid-slope areas where soils are deeper. This is a function of the high-quality soils and the long history of professional forest management this property has experienced.



Maple sawlogs stems on lower slopes (eastern end) of stand #1.



Characteristic of the forest is a mix of sawlogs & growing stock.





## TIMBER RESOURCE (continued)

### Sawlog Value:

Sawlog value is dominated by sugar maple (83%), followed by various other species in small levels (see graphic on the right).

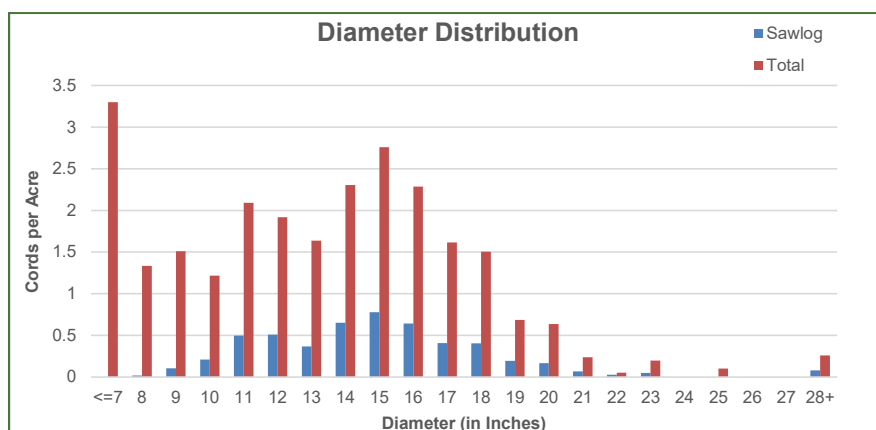
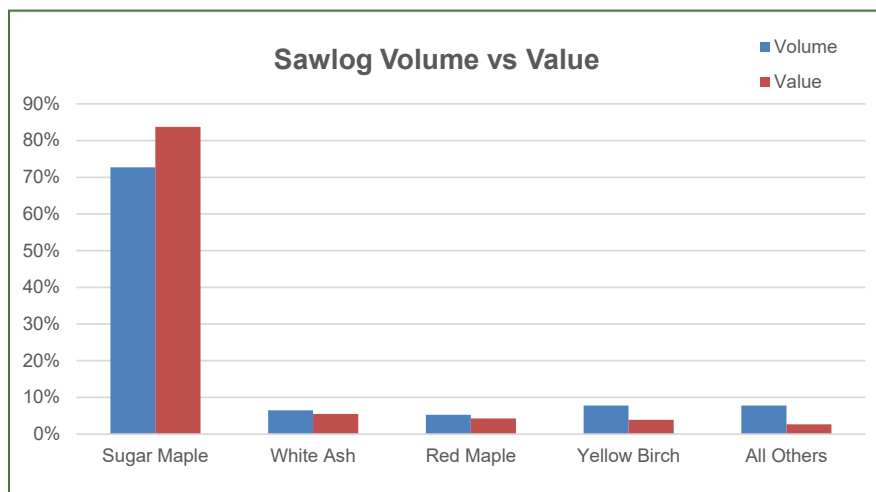
### Diameter Distribution:

Average diameter for all products combined by volume is 13.5", while the average sawlog diameter is 14.5". Average diameter for sugar maple is 15". Trees from all diameter size classes are represented on the property, however, with the majority of volume in the growing stock and through the medium to large-sized sawlogs.

### Silvicultural History:

The property's forest management plan delineates four stands and offers detailed information about the land's history and attributes.

Based on the plan, parts of the forest were thinned in the 1970s, again in the late '90s and most recently, salvage harvesting in 2019 in response to a tent caterpillar outbreak.



The land's hillside at the eastern side of the property, east of the access road.



## CONSERVATION EASEMENT

The conservation easement on the property is 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.

A principal objective of the easement is to conserve productive forestry resources and to encourage the long-term, professional management of those resources, and to facilitate the economically sustainable production of forest resources while protecting water resources, scenic vistas and wildlife habitat.

Easement highlights include:

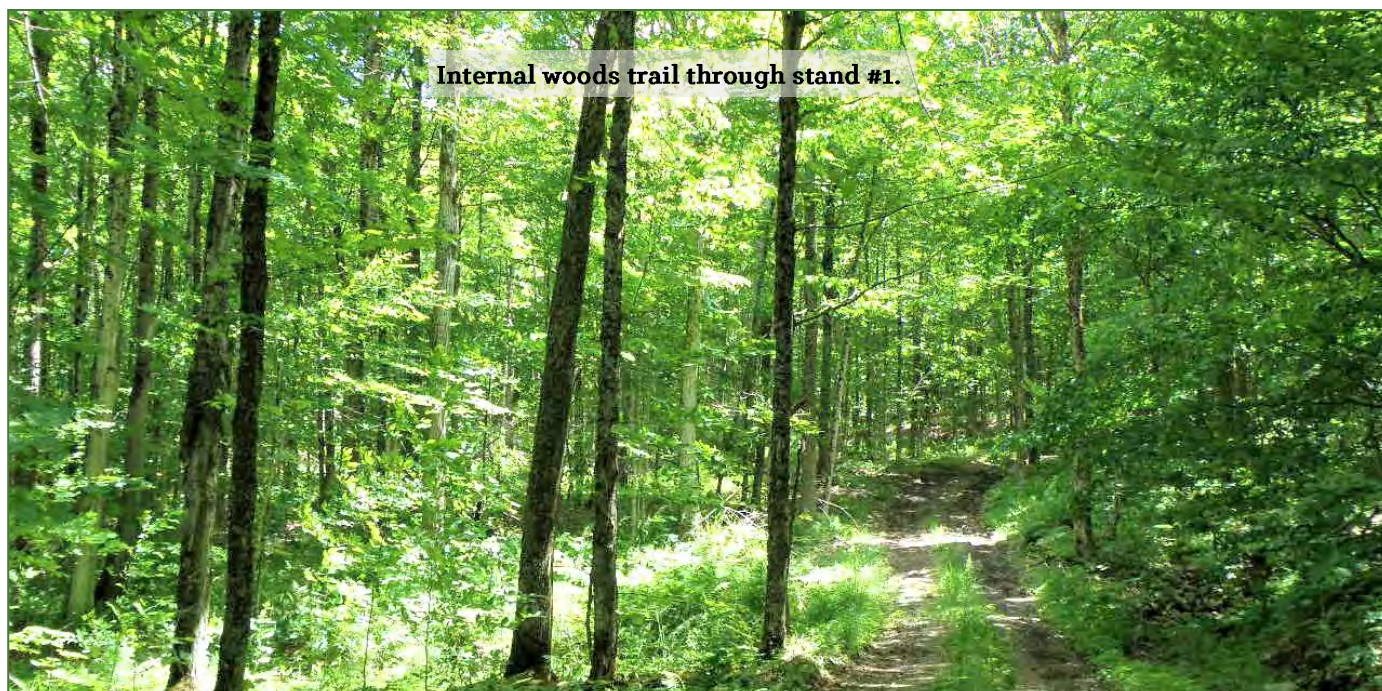
- Most sustainable and traditional forestry and sugarbush activities are permitted to support the long-term stewardship of the protected property;
- The property can be posted to exclude public access;
- Silvicultural activities to be carried out under an approved 10-year forest management plan.
- Structures limited to sugaring and forest management uses. No homes or camps can be placed on the land.

Copies of the easement are available upon request.

## ACREAGE, TAXES & TITLE

Property taxes for 2021 are roughly \$2,000. The entire property is enrolled in the State of Vermont’s Use Value Appraisal (UVA) program. The current management plan date is 2019 and extends to April 2029.

The property is owned by various Burbank and Burbank-Schmitt family members whose deed is recorded in the Town of Newport in Book 18, Pages 220-222. Total Grand List acres are 538, with GIS acres estimated to be 506. Boundaries were last updated in 2008.




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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.

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# TIMBER INVENTORY

## Burbank Forest

Prepared for Burbank & Burbank-Schmitt Family Members

### Estimated Timber Valuation

Prepared By

**F&W FORESTRY SERVICES INCORPORATED**

Coventry and Newport, Vermont  
November 2021

538 Town-Listed Acres  
506.3 Total GIS Acres  
475.8 Commercial GIS Acres

Species	Volume MBF/CD	Unit Price Range			Total Value
		Low	High	Likely	Likely
Sawtimber - MBF					
Sugar Maple	1,129	375.00	550.00	500.00	564,400
Sugar Maple Pallet	609	90.00	140.00	125.00	76,200
Sugar Maple Veneer	51	1,000.00	1,400.00	1,200.00	61,700
White Ash	136	275.00	350.00	325.00	44,300
Red Maple	106	250.00	350.00	325.00	34,600
Yellow Birch	73	250.00	350.00	325.00	23,700
Spruce/Fir	93	100.00	140.00	125.00	11,600
Yellow Birch Pallet	118	50.00	85.00	75.00	8,900
Hardwood Pallet	85	40.00	75.00	60.00	5,100
Black Cherry	18	175.00	300.00	250.00	4,600
White Pine	17	100.00	130.00	120.00	2,100
Cedar	8	50.00	100.00	75.00	600
Beech	9	30.00	75.00	60.00	500
White Pine Pallet	8	15.00	25.00	20.00	200
Pulpwood - Cords					
Hardwood	7,137	10.00	15.00	13.00	92,800
Hemlock	60	3.00	5.00	4.00	200
Cedar	11	3.00	5.00	4.00	40
White Pine	8	2.00	4.00	3.00	20
Spruce	3	3.00	5.00	4.00	10

<b>Totals</b>					
Sawtimber Total	2,461	MBF			\$838,500
Sawtimber Per Acre	4.861	MBF			\$1,656.13
Sawtimber Per Comm. Acre	5.173	MBF			\$1,762.30
Cordwood Total	7,219	Cords			\$93,070
Cordwood Per Acre	14.3	Cords			\$183.82
Cordwood Per Comm. Acre	15.2	Cords			\$195.61
Total Per Comm. Acre					\$1,957.90

<b>Total Value</b>	<u>Low</u>	<u>High</u>	<u>Likely</u>
	\$708,000	\$1,035,000	\$931,600

BASED ON A 2021 TIMBER INVENTORY CONDUCTED BY F&W FORESTRY SERVICES, INC.

Volume data were taken on 68 plots on a 541.3' x 541.3' grid using a 15 factor prism

Statistical Error: 16.9% for all sawlog products and 13.6% for all products combined at the 95% Confidence Level

The volumes and values reflect estimated total 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.





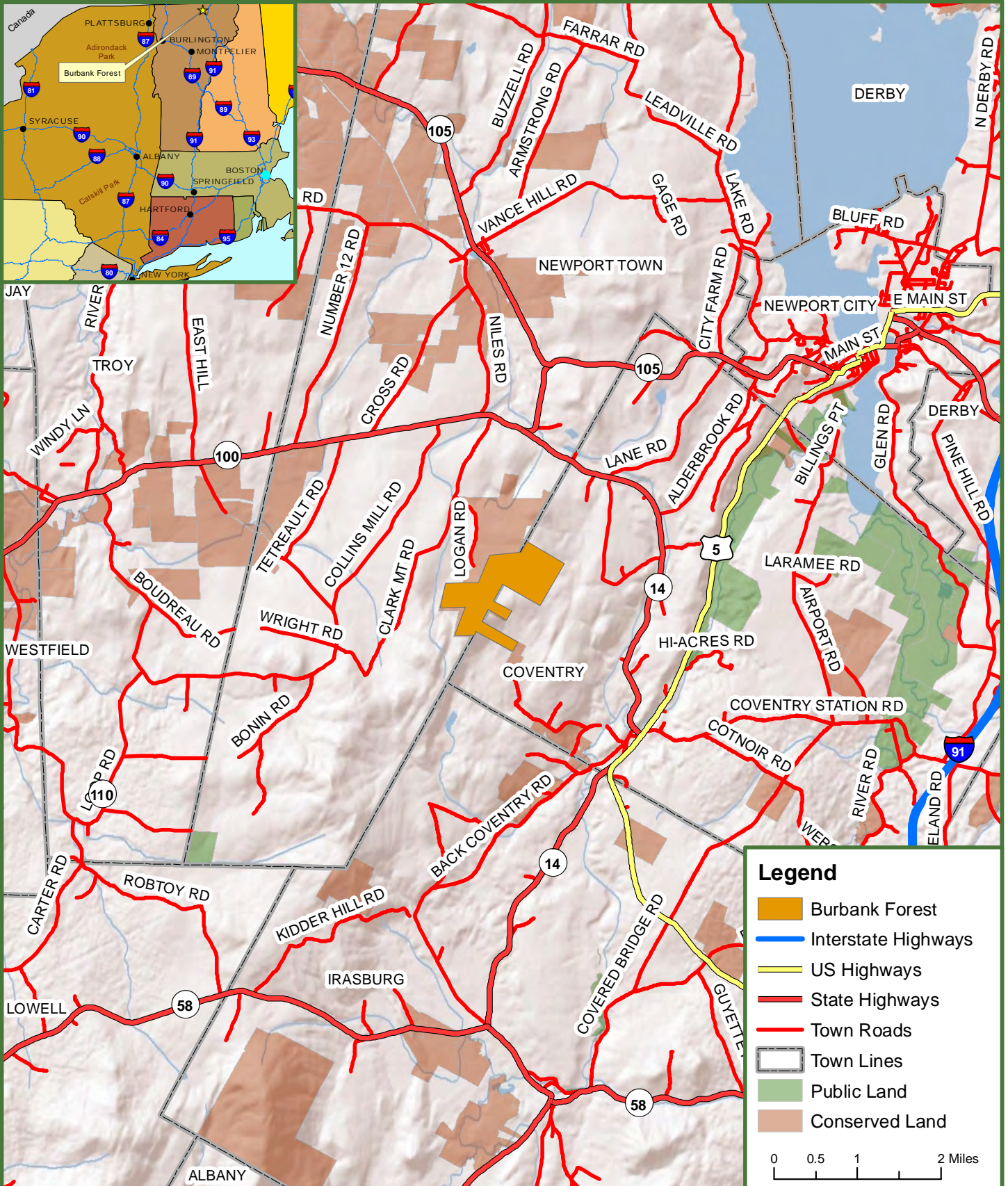
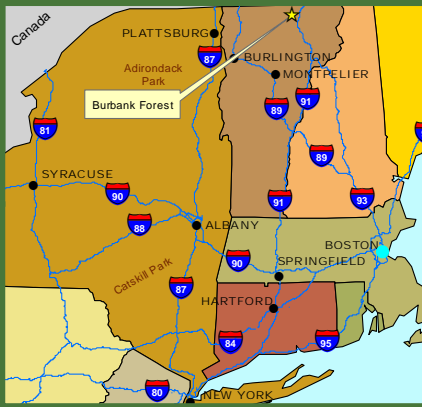
# Locus Map Burbank Forest

506 GIS Map Acres

Coventry/Newport, Orleans County, Vermont



**Fountains  
Land**  
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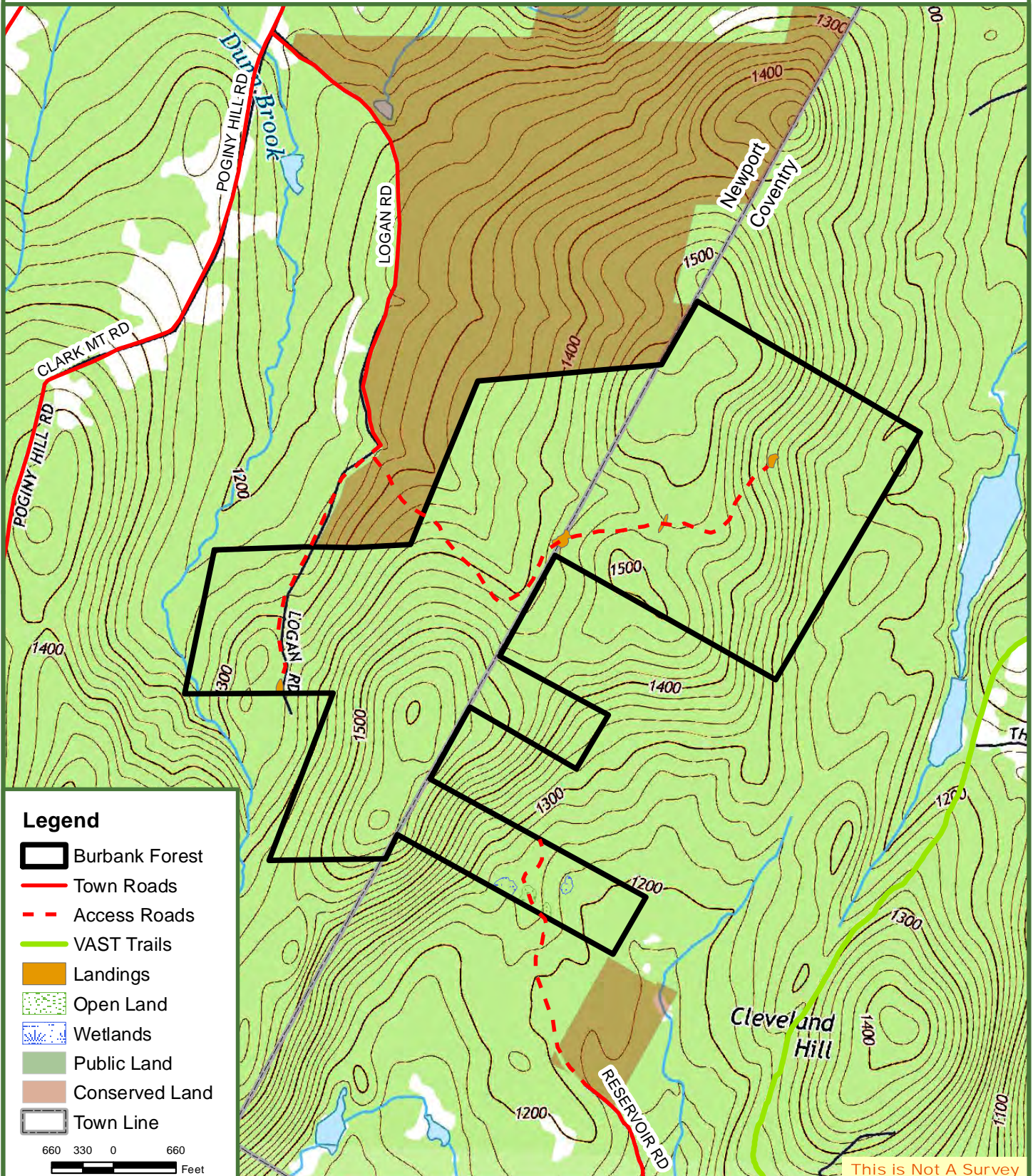


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**Fountains  
Land**  
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Map produced from the best available information including UVA map, town tax maps, hand held GPS data, aerial photography and reference information obtained from publicly available GIS sources. Boundary lines portrayed on this map are approximate and could be different than the actual location of boundaries found in the field. Map is not a survey.



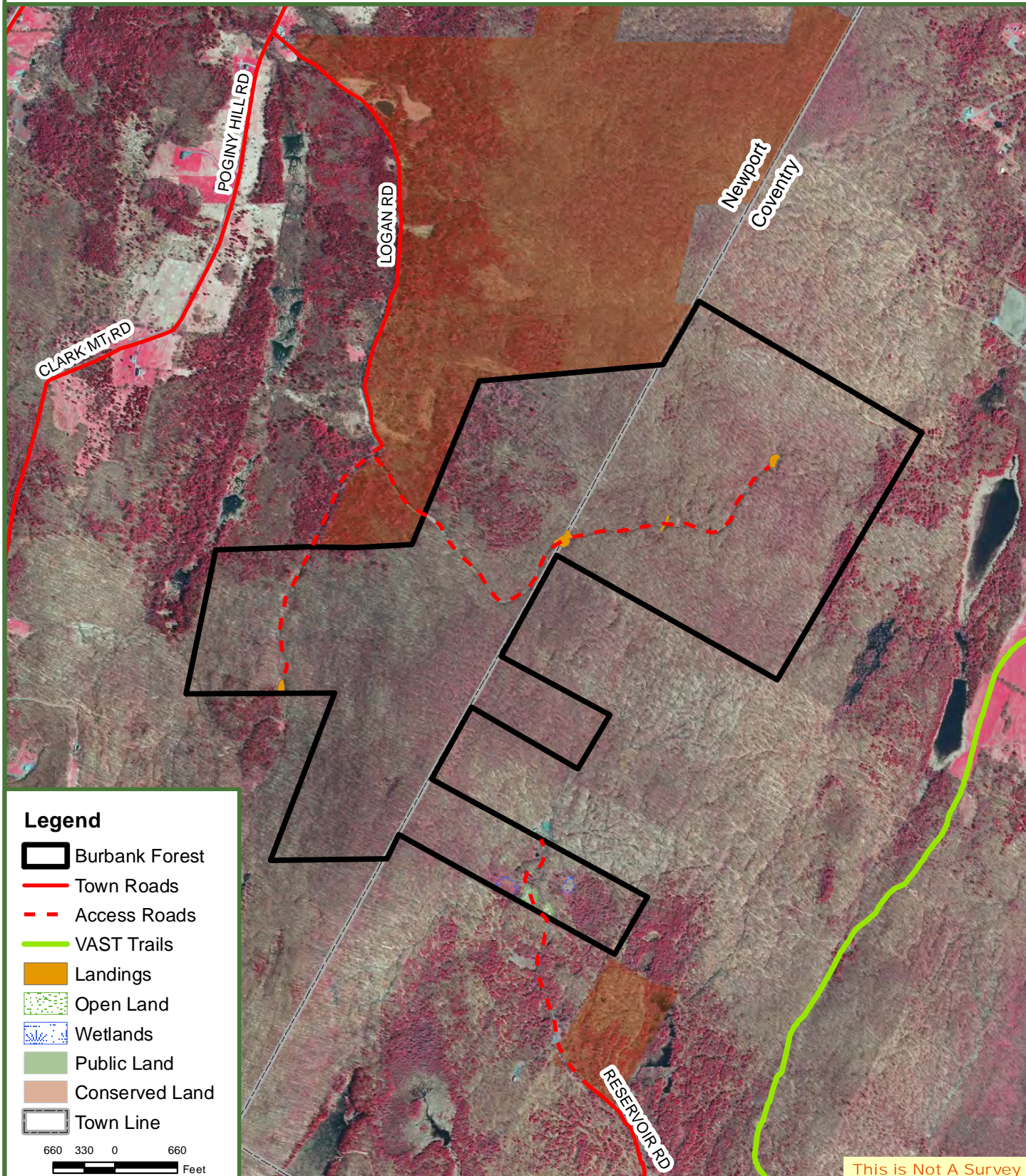


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# Vermont Real Estate Commission Mandatory Consumer Disclosure



[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