

## ELLENBURG FOREST

*A long-term sugar maple and yellow birch forest investment property with secure access and strategic positioning to forest product markets.*



**2,062 GIS Acres**  
**Ellenburg, Clinton County, New York**

**Price: \$1,545,750**



## LOCATION

Ellenburg Forest is located in the northeast corner of the Adirondack Park, between Lake Champlain and Chateaugay Lake. The Canadian border is 15 miles north of the property and Montreal is a 90-minute drive north via Canada Route 15. Nearby US Route 11 leads directly to Plattsburgh, New York, which is 25 miles to the east. Here, Interstate 87 provides access to regional forest product markets. New York's state capital, Albany, is 3½ hours to the south.

The property is located just inside the Adirondack Park's northern border and in a geographical transition zone between the forested Adirondack Mountains to the south and the more open, level agricultural landscape of the Saint Lawrence River Valley to the north. Ellenburg village is a rural farm community with a small population. Agriculture, forest products, and service are the primary business sectors in the area.



**Sugar maple and yellow birch are the predominant commercial timber species and anchor the property's investment value.**

Strong markets for sawlog products are found just over the border in Quebec, where many high-production sawmills are situated. Markets for low-grade products are available nearby in Massena, New York (pellet plant), Burlington, Vermont (biomass plant) and Quebec (pulpwood plant). For more information, see the forest products maps for New York State near the end of this report.

## ACCESS/BOUNDARIES

Three developed roads provide access to the forest from the north and west. A gated right-of-way offers access to the southern half of the land across a well-graveled woods road that begins off Bradley Pond Road and runs 1¼ miles to the property boundary. The northern tip of the forest is accessed from Pete LeClair Road, a graveled, seasonal town road which runs 1½ miles to the property boundary. The central portion of the property is accessed by Trombley Road, which is town-maintained to within ½ mile of the property.



**Pete LeClair Road, providing access to the northern tip of the land, is one of three secure roads to the forest.**

Once on the land, several seasonal trails and an established winter road network provide good internal access to much of the forest (see property maps for the various road locations).

The boundary perimeter runs for 11 miles with nearly all lines and corners monumented in the field by the seller. Red paint indicates the boundary lines, except along the Adirondack Park where blazes are yellow paint.



## PROPERTY TAXES & TITLE

Annual property and school taxes in 2015 were \$8,443.50. The property is **NOT** enrolled in New York State's Real Property Tax Law 480-A. This provides the current owner with flexibility to harvest timber as they wish; however, enrollment in the program would reduce property taxes by as much as 80%. Tax maps are 128.-1-5 and 143.-1-4. Tax bills indicate a total acreage of 2,145. Property tax and deed information is available upon request. Mineral rights appear to be reserved on certain portions of the property.

## SITE DESCRIPTION

The upland terrain on Ellenburg Forest is predominantly gently rolling, so it is well-suited to growing timber and supporting mechanical harvesting operations. The elevation ranges from 1,680' above sea level (ASL) at the northern and southwestern boundaries, to 2,300' ASL at the southeastern section of the property where the western shoulder of Ellenburg Mountain is located. This latter area has the greatest elevation relief.

Soils are generally moderately deep to deep, loamy tills with overall, fairly good drainage. The best drainage is found where there is a higher degree of elevation relief, supporting the property's sugar maple stands in the northern and southern regions. The property's central, extreme southwestern, and riparian-bordered terrains support a higher degree of species that tolerate less-drained soil conditions (spruce/fir and red maple).

Given the property's upland terrain, the various streams that course the land are at the upper limits of their watersheds and are, therefore, seasonal. Two wetlands offer open-water beaver ponds, each roughly 10 acres. In total, non-productive forested areas cover approaches 71 acres.

Previous forest-type mapping conducted by the ownership indicates the productive commercial acreage at 1,991. Of the total acreage, 75% is held in hardwoods, 16% in mixed woods, and 6% as softwood stands. The majority of stands (65%) contain C-Line stocking, with much of the remaining stands containing B-Line stocking (27%). To assist the buyer with property inspections and due diligence, a forest type map is provided near the end of this report (note: this typing is modestly outdated and not based on the current timber inventory).



**Sugar maple stands are concentrated on the better-drained soils in the north and southwestern corners of the property.**



**Two wetlands with open-water beaver ponds are found in the lower elevations of the forest, enhancing wildlife habitat.**

## TIMBER

The distinguishing features of Ellenburg Forest include the favorable sugar maple and yellow birch species composition, both highly desired by regional sawmills. These species historically offer a sound price performance trend, which should support future stumpage price appreciation. Additionally, the forest's abundant growing stock component provides an attractive case for product shift appreciation, further bolstering long-term asset performance opportunity.

### 2016 Timber Inventory:

Timber data in this report are based on the ownership's 2016 2nd Quarter book volumes, sourced from a 2013 inventory that has since been adjusted for growth. 301 points were sampled, covering a 6 X 10 chain grid using a 10 factor prism. Sampling statistics are  $\pm 8.96\%$  standard error for sawlog products and  $\pm 6.87\%$  for all products combined at the 95% confidence interval, figures well within industry standards. Full details of the inventory process, results and growth rates are available upon request.

Total sawlog volume is 5,063 MBF International  $\frac{1}{4}$ " scale (2.52 MBF/commercial acre) and 19,955 pulpwood cords (9.9 cords/commercial acre). Combined, total commercial per acre volume is 14.9 cords, a figure that falls within the regional average for US Northeast timberland.

Based on this information, stumpage values were assigned by Fountains, producing a property-wide Capital Timber Value (CTV) of \$1,090,300 (\$529/total acre). Details can be found in the Timber Valuation at the end of this report.

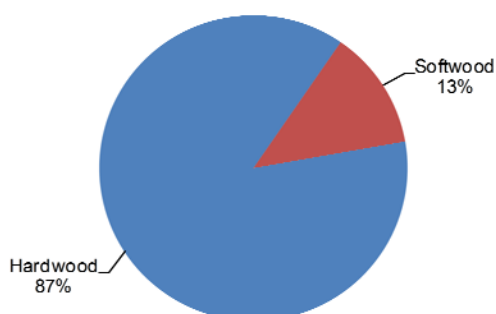
### Species Composition:

Typical of the well-drained, upland soils of the northern Adirondack region, species composition is dominated by hardwoods, which hold 87% of total volume. Sugar maple, yellow birch and spruce/fir, each highly desirable species with strong local markets, account for the majority (77%) of total volume.

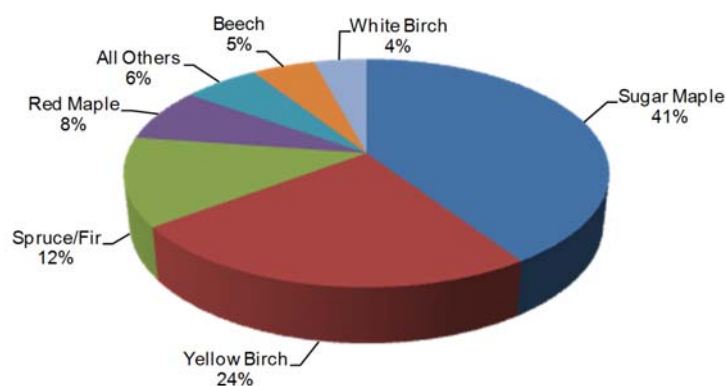


**Sugar maple thrives on well-drained ridge slopes just off Pete LeClair Road.**

**Hardwood vs Softwood  
as a Percentage of Total Volume**



**Total Volume by Species**





## TIMBER (continued)

### Stocking:

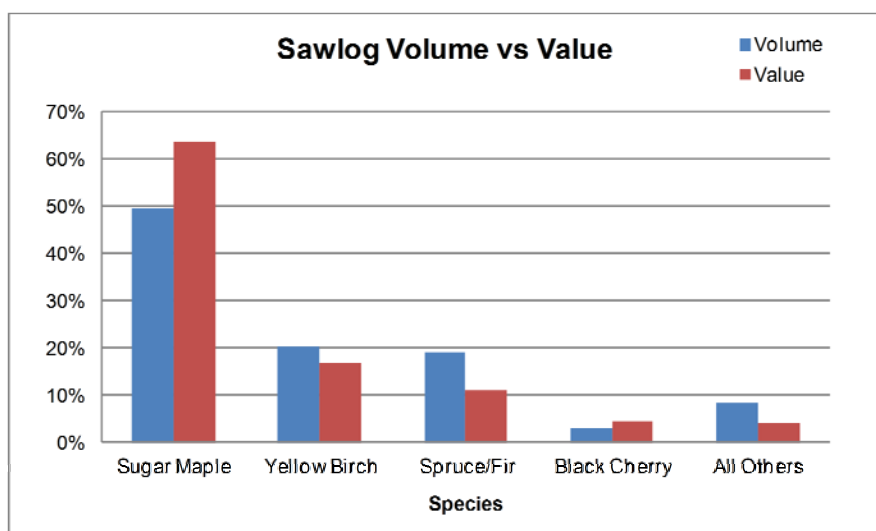
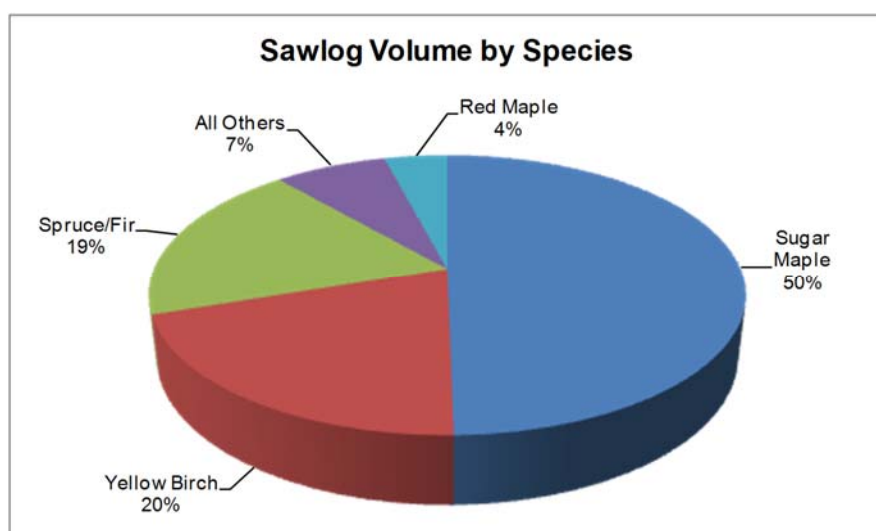
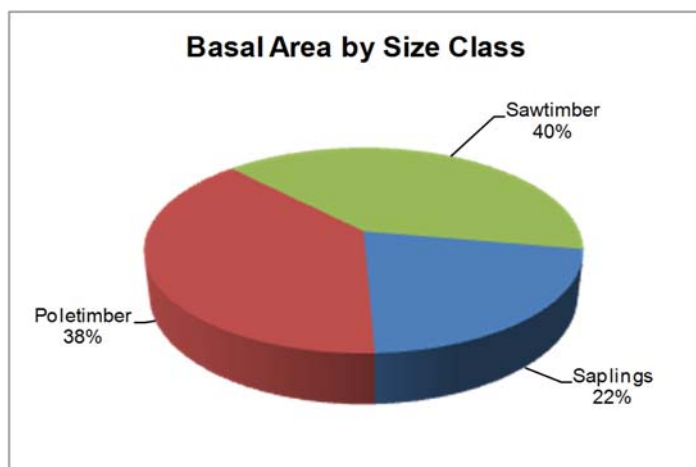
Property-wide, basal area is 87.2 ft<sup>2</sup>/acre, an adequate, average stocking level, considering the predominance of hardwood species. The forest has seen an active phase of forest management over the past 20 years, which has produced the abundant stocking (22% of the basal area) of the sapling-sized class. Much of this stocking was created just after the Great Ice Storm of 1998, when many crowns on the forest were damaged. The previous ownership responded to this event by salvage harvesting, thus creating the significant sapling age class. The remaining stocking is equally made up of the pole and sawlog size classes. This active phase of management has created considerable stocking variability from stand to stand.

The central section of the forest, which is accessed by the winter spur road, received a checker-board pattern overstory removal harvest in 2010, where 1-acre square patches were cut covering roughly 200 harvested acres. The residual uncut patches are showing signs of crown dieback in some areas and thus should be harvested shortly, providing an income stream during the initial 10-year ownership period.

### Sawlog Volume & Value

Hardwoods account for 81% of total sawlog volume and 89% of sawlog value. Slightly over half of this volume (52%) occurs in grade hardwood sawlogs, with the balance largely consisting of smaller diameter sawlogs. These sawlogs are suitable for the strong flooring market whose production facilities in southern Canada are within close trucking distance.

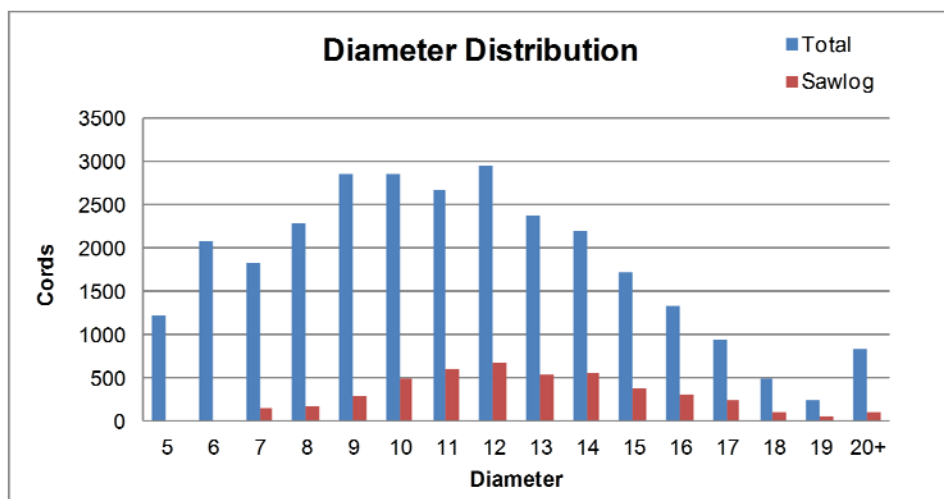
Softwood sawlogs are dominated by spruce/fir (mostly balsam fir) markets, for which there are also production facilities just over the international border. This cross-border market is influenced by US housing starts and exchange rates. The latter provides a positive impact on stumpage value for these species when the US dollar is comparatively strong, given that Canadian lumber manufacturers hold an advantage when selling their finished goods back into the US housing market.



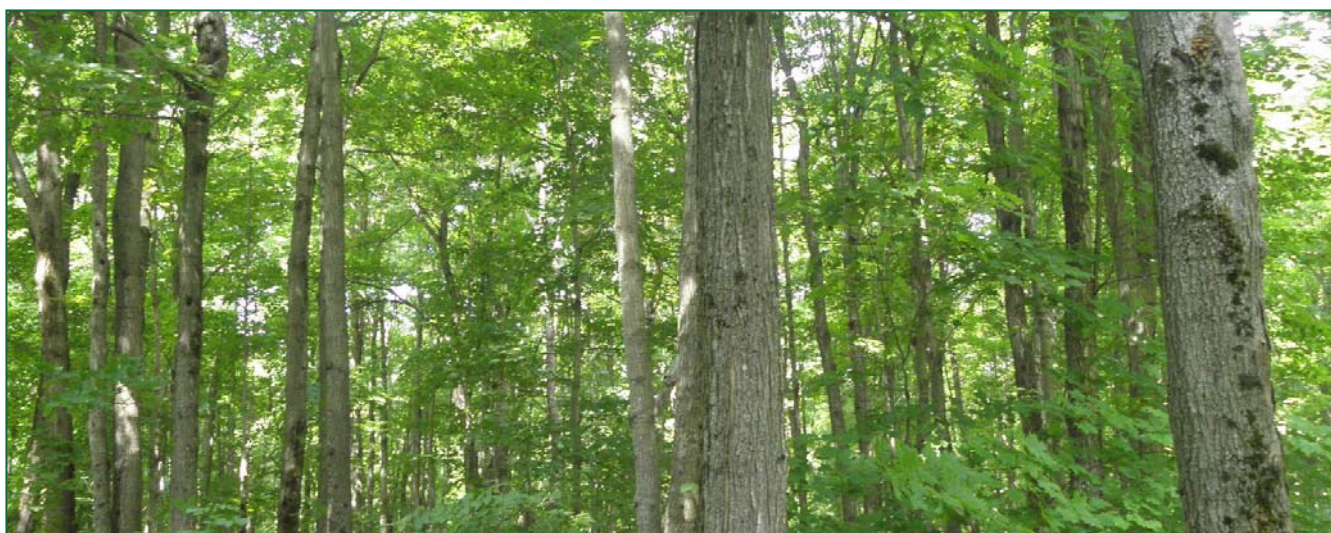
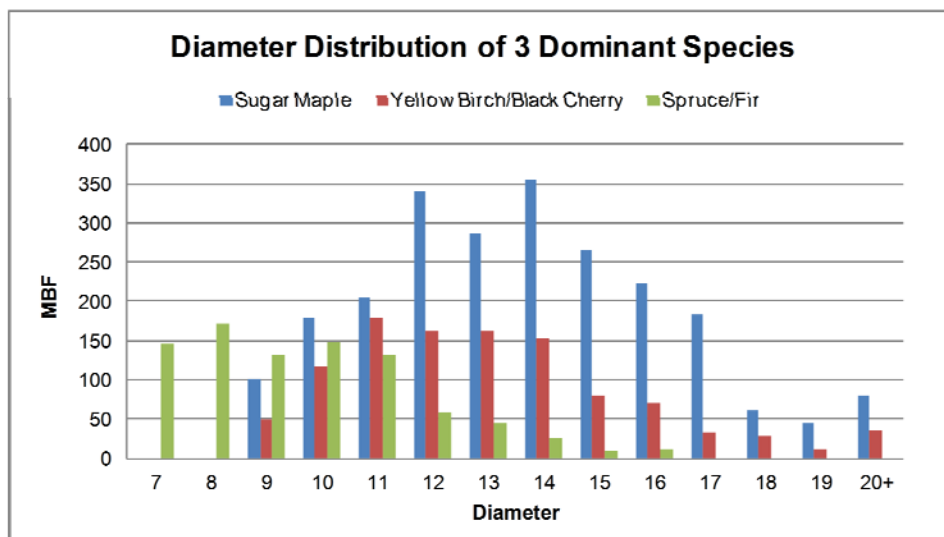
## TIMBER (continued)

### Diameter Distribution:

While stem diameters are well-represented across the size spectrum, the bell-shaped diameter distribution to the right defines a forest with a considerable component of growing stock-sized diameters (9" and less), representing 32% of total volume. The average diameter for all merchantable products is 11.0" (as a measure of total volume), with an average sawlog diameter of 12.5".



The forest's most valuable single sawlog component, sugar maple, consists of a crop which, on average, is at its mid-rotation age, with an average sawlog diameter of 13.5". The yellow birch/black cherry resource offers an age distribution with an average sawlog diameter of 12.5". While the average spruce/fir diameter is 9.5", this resource will reach financial maturity sooner than the hardwoods, providing income sources as the hardwoods mature.



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.

## Ellenburg

## Timber Valuation

Prepared By

FOUNTAINS FORESTRY INCORPORATED

Clinton County, NY  
May 20162,061 Acres  
2,008 Commercial Acres

Species	Volume MBF/CD	Unit Price Range			Total Value
		Low	High	Likely	Likely
<b><i>Sawtimber - MBF (Int 1/4" )</i></b>					
Sugar Maple	1,294	300.00	425.00	350.00	<b>452,900</b>
Yellow Birch	515	200.00	275.00	245.00	<b>126,200</b>
Spruce/Fir	964	90.00	115.00	110.00	<b>106,000</b>
Sugar Maple Flooring	1,201	45.00	75.00	60.00	<b>72,000</b>
Black Cherry	108	300.00	425.00	350.00	<b>37,900</b>
Yellow Birch Flooring	498	45.00	70.00	50.00	<b>24,900</b>
Red Maple	114	150.00	200.00	175.00	<b>20,000</b>
White Ash	63	150.00	200.00	175.00	<b>11,100</b>
Hardwood Pallet	213	30.00	50.00	45.00	<b>9,600</b>
Misc Hardwoods	37	70.00	120.00	90.00	<b>3,300</b>
Black Cherry Flooring	56	45.00	65.00	55.00	<b>3,100</b>
<b><i>Pulpwood - Cords</i></b>					
Hardwoods	17,943	10.00	14.00	12.00	<b>215,300</b>
Spruce/Fir	2,001	3.00	6.00	4.00	<b>8,000</b>
Cedar	11	3.00	6.00	4.00	<b>0</b>

<b>Totals</b>					
Sawtimber Total	5,063	MBF			\$867,000
Sawtimber Per Acre	2.457	MBF			\$421
Sawtimber Per Comm. Acre	2.522	MBF			\$432
Cordwood Total	19,955	Cords			\$223,300
Cordwood Per Acre	9.7	Cords			\$108
Cordwood Per Comm. Acre	9.9	Cords			\$111
Total Per Acre					\$529

<b>Total Value</b>	<u>Low</u>	<u>High</u>	<u>Likely</u>
	\$1,000,000	\$1,191,000	\$1,090,300

BASED ON Q2 2016 INVENTORY DATA PROVIDED BY TIMBERVEST

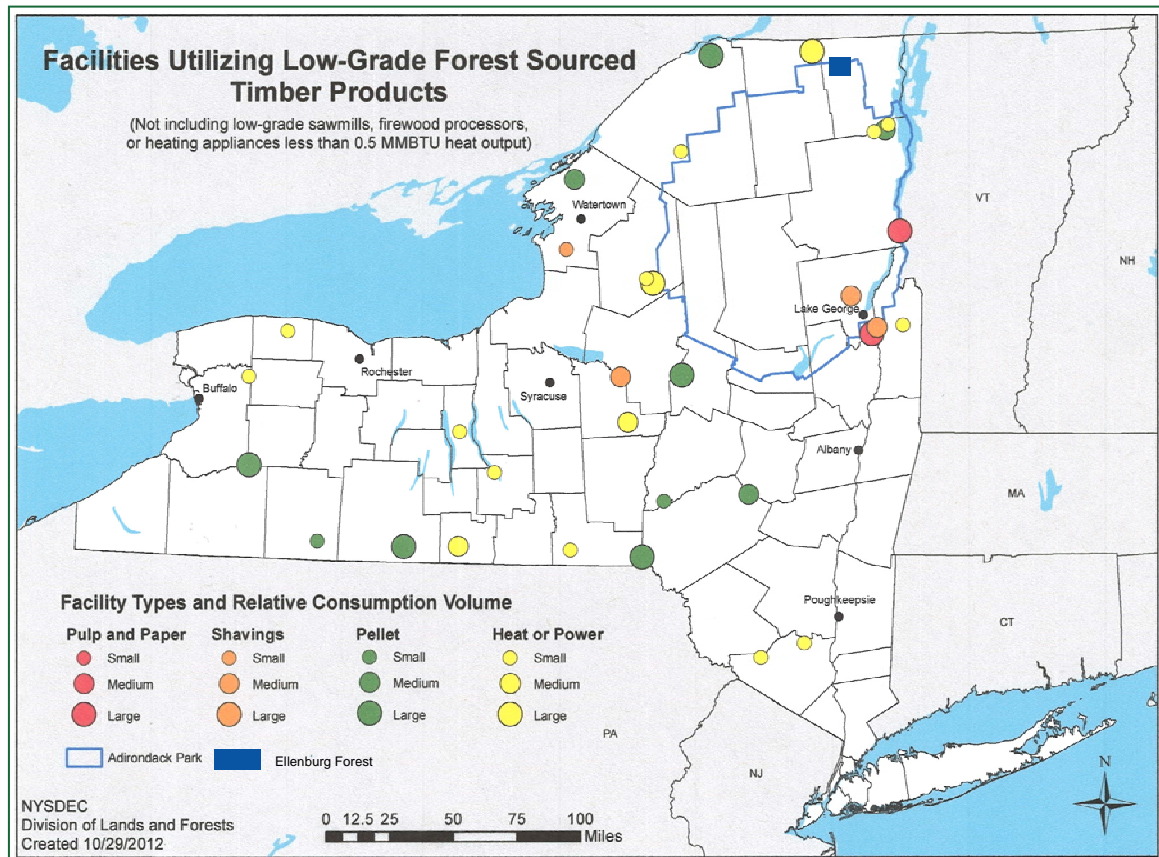
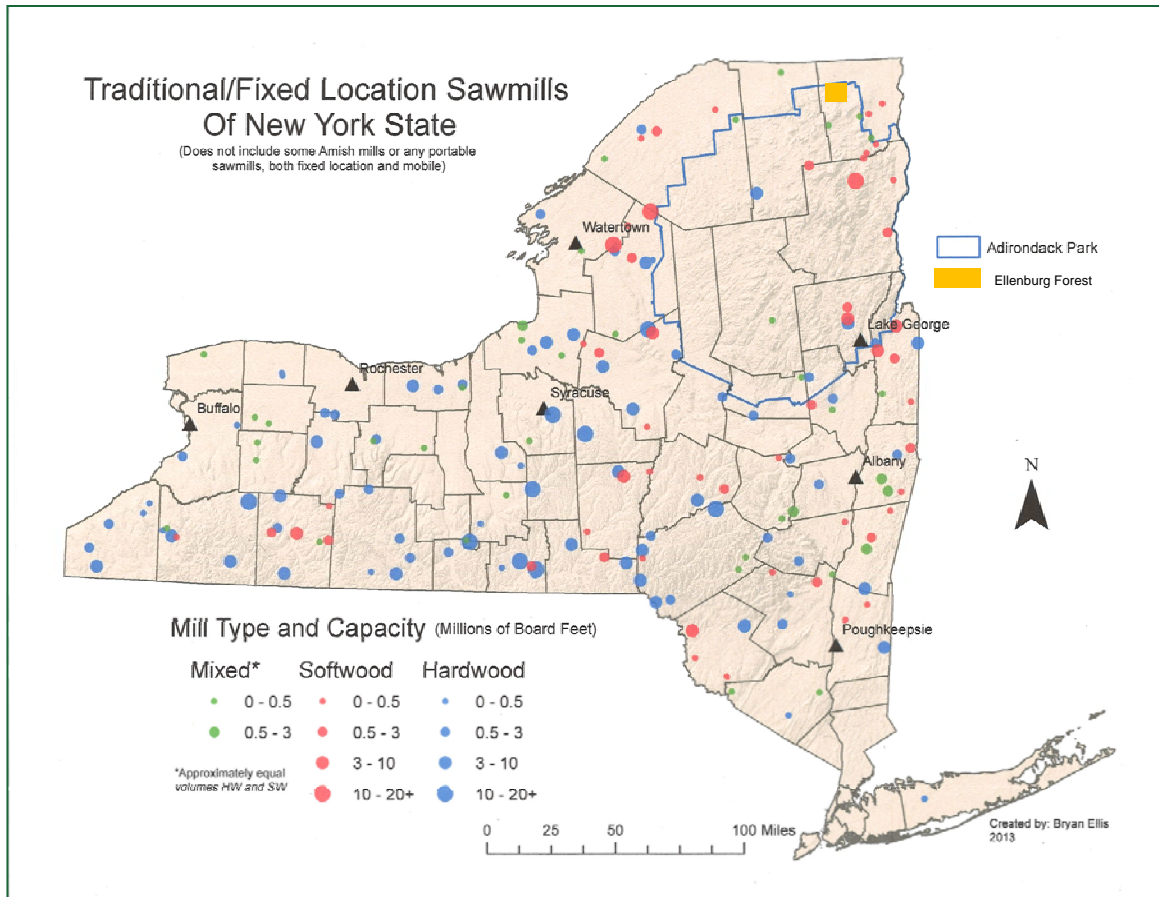
The volumes and values reflect estimated total capital value of merchantable timber.

The volumes and values are not a liquidation value.

Prices provided by Timbervest are based upon recent stumpage bid values for the property



# NEW YORK FOREST PRODUCTS MARKETS

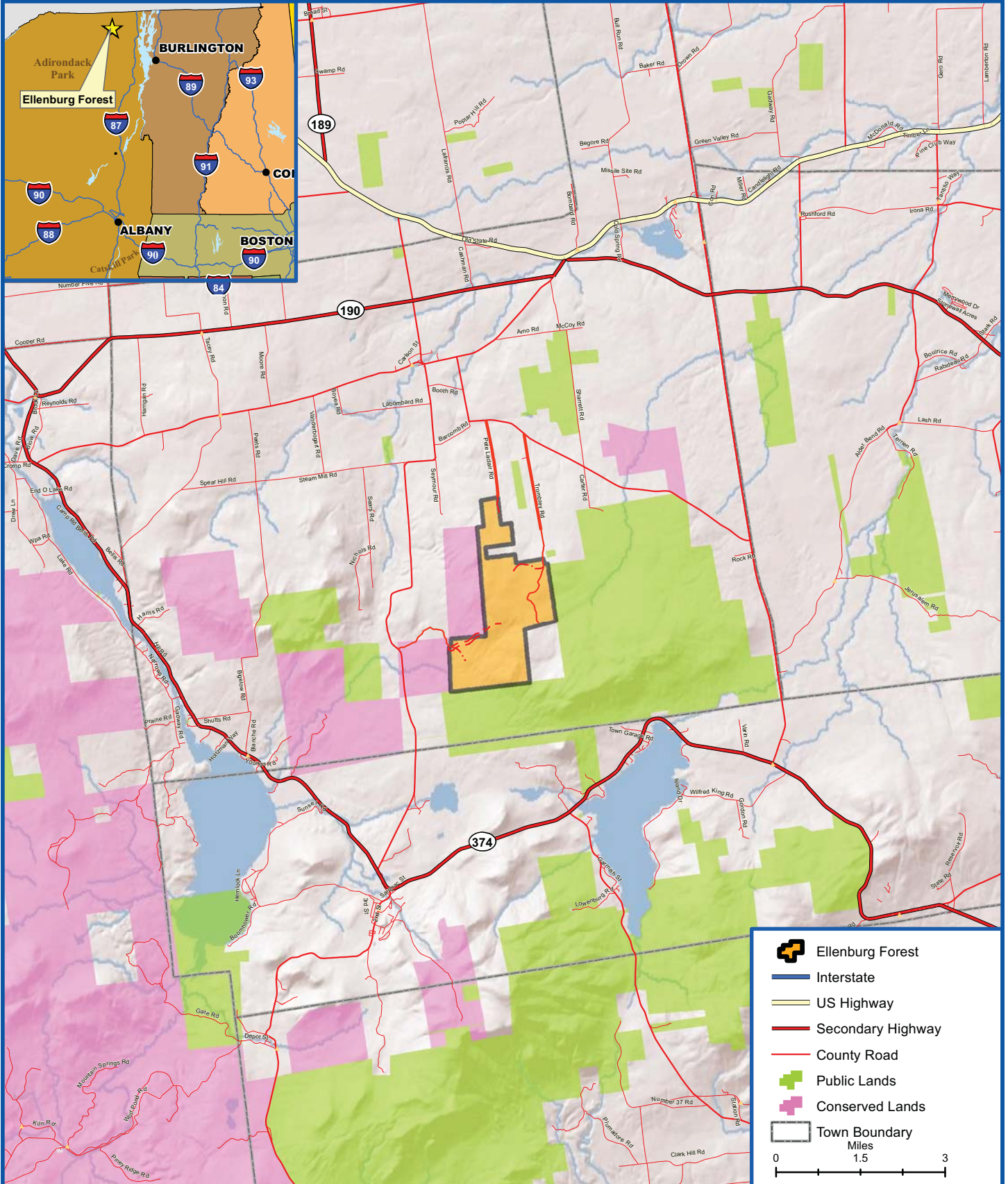




# Locus Map Ellenburg Forest 2,062 Acres Ellenburg, NY

fountains

Canada



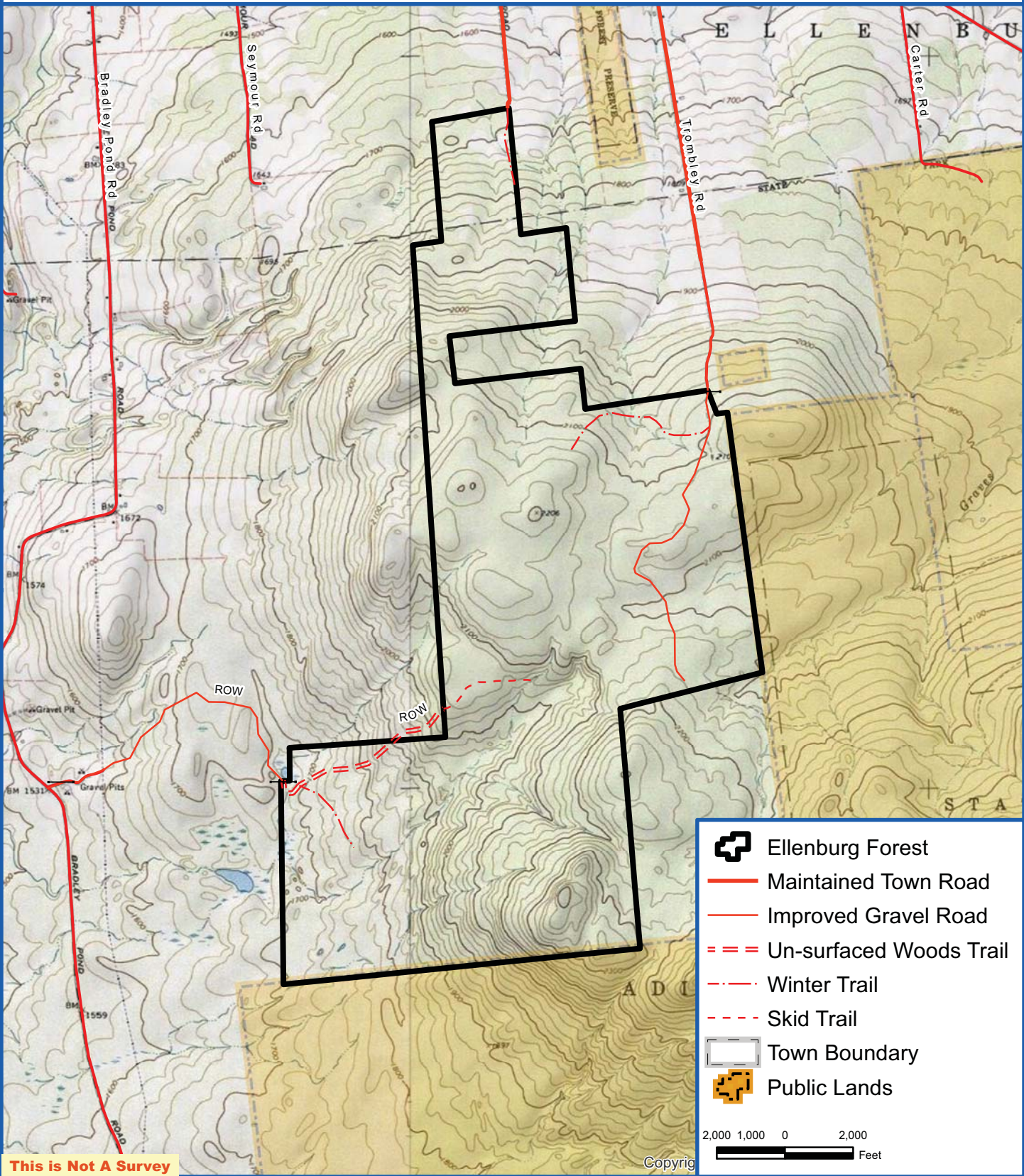




# Ellenburg Forest

fountains

2,062 GIS Acres  
Ellenburg, New York



This is Not A Survey

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.

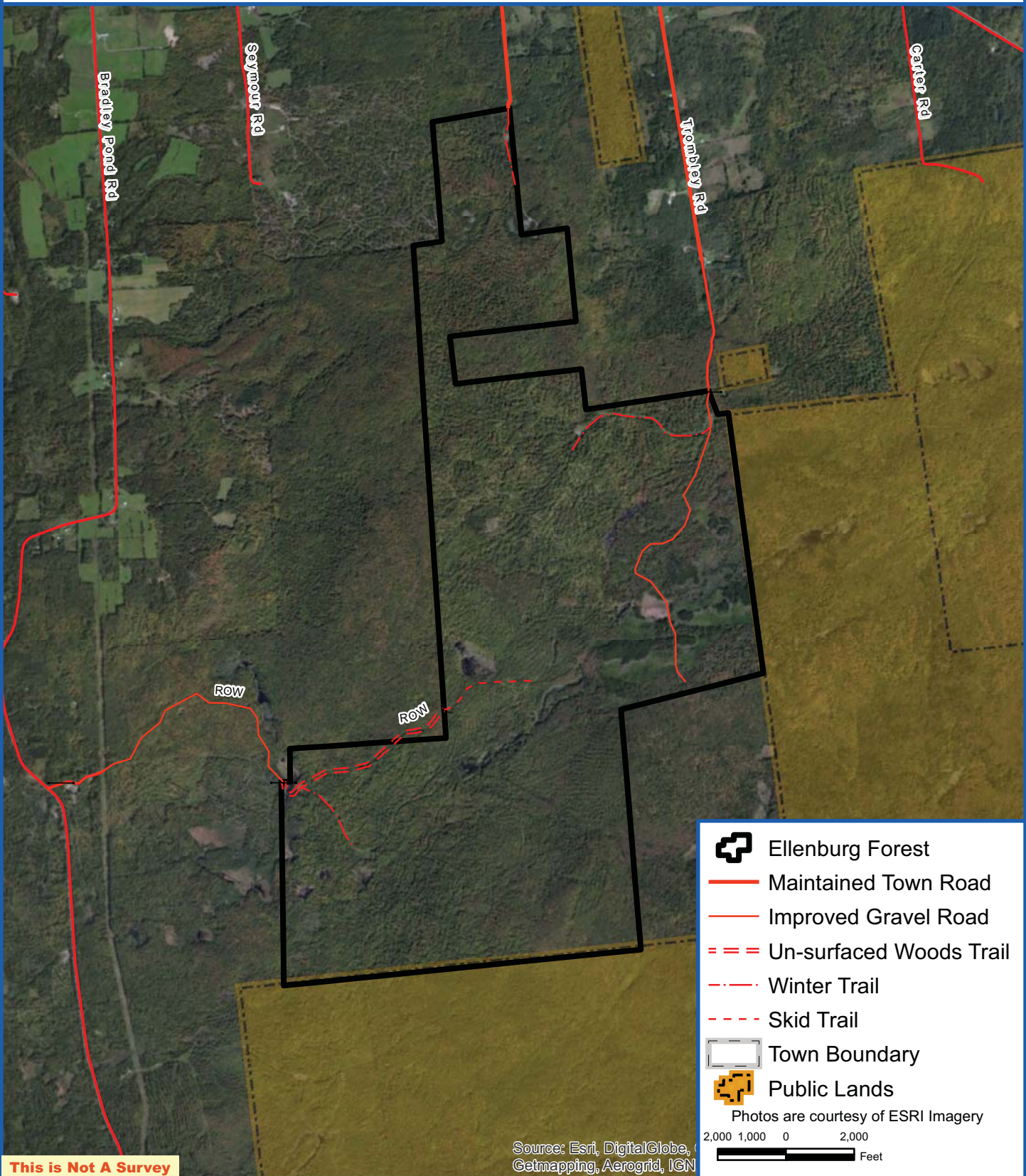




# Ellenburg Forest

fountains

2,062 GIS Acres  
Ellenburg, New York



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.

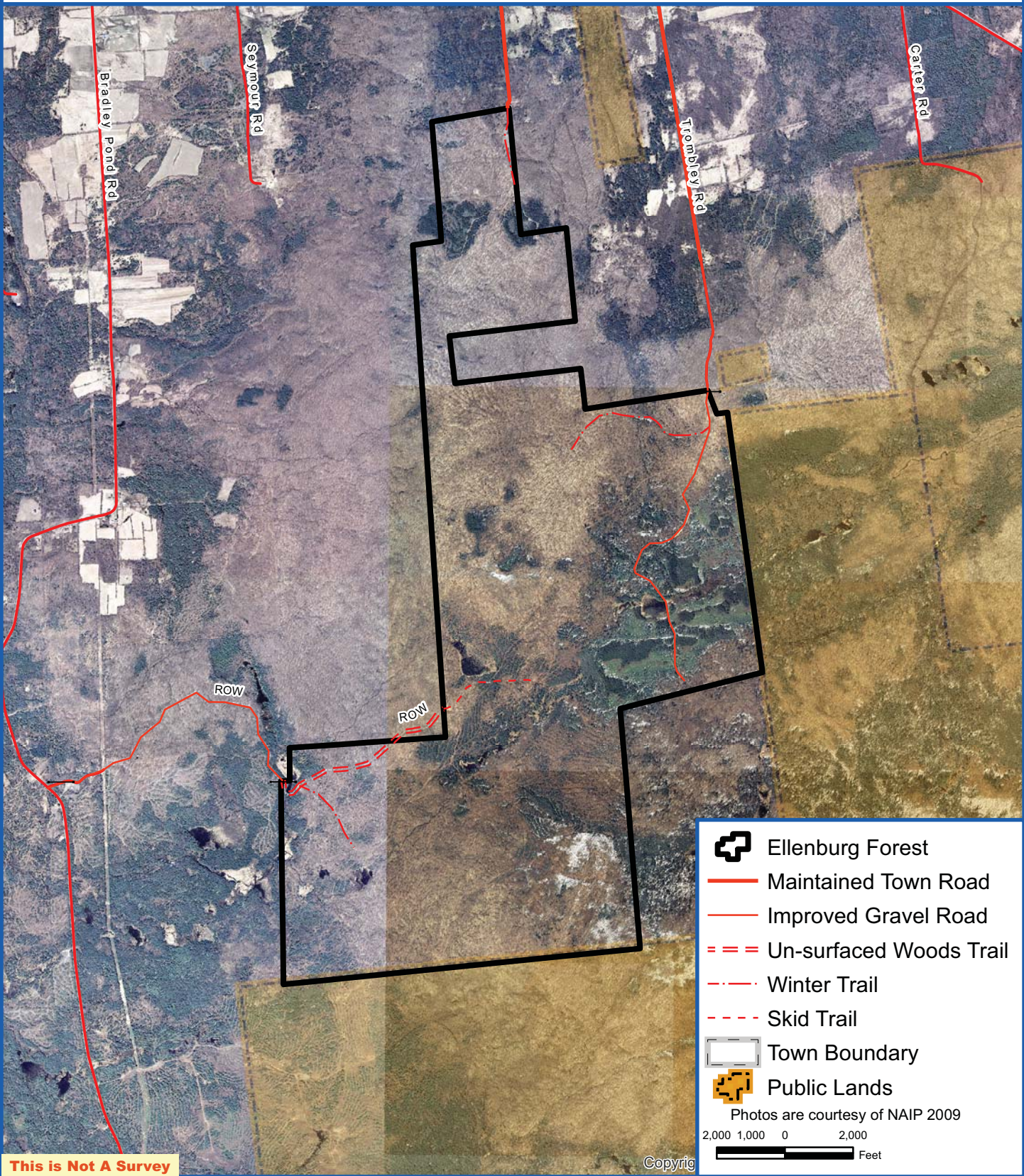




# Ellenburg Forest

fountains

2,062 GIS Acres  
Ellenburg, New York



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.

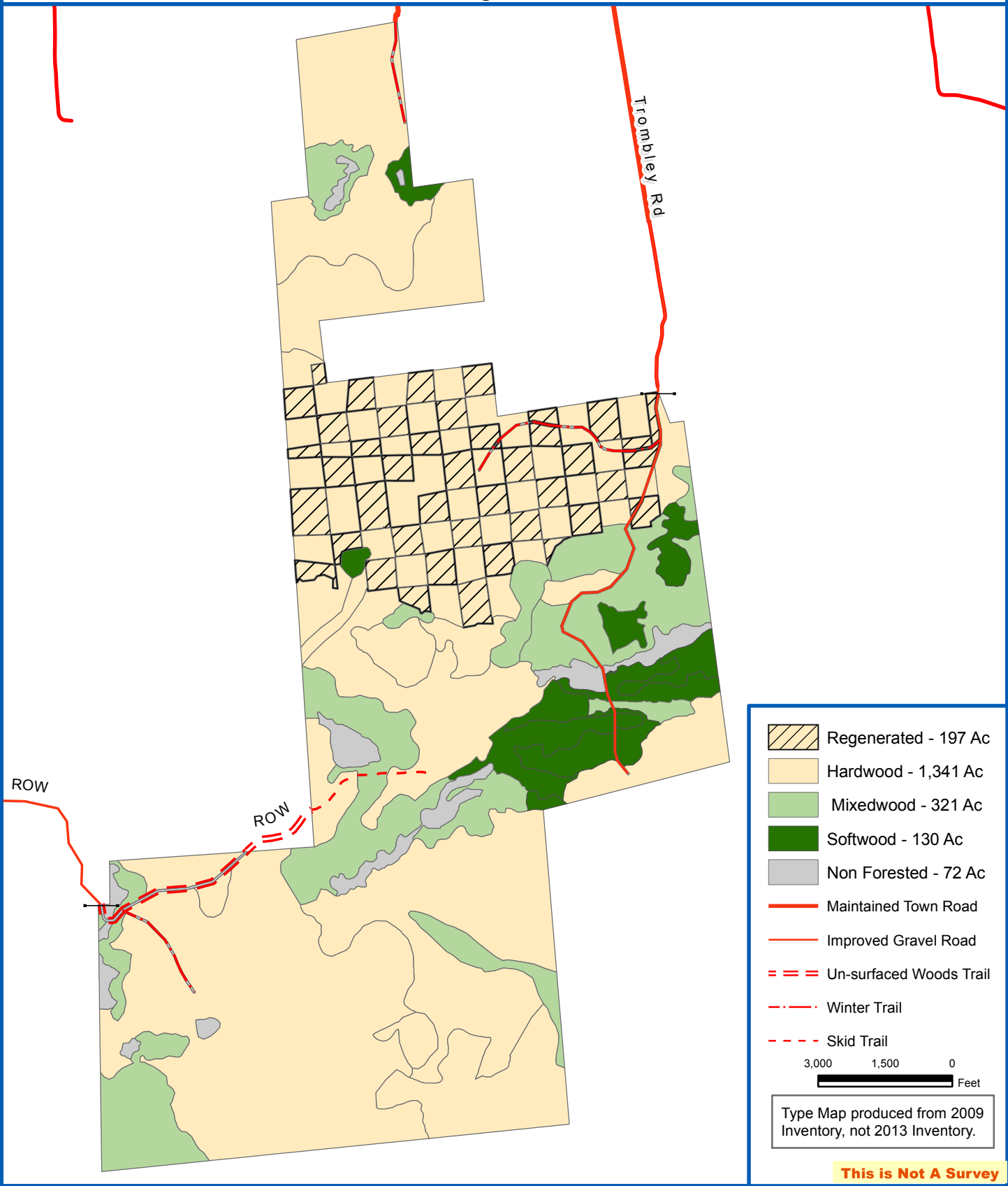




Note: Types are based on an older inventory, therefore stands may not be accurately typed relative to the 2013 timber data.

**Ellenburg Forest**  
Type Map  
2,062 GIS Acres  
Ellenburg, New York

fountains







New York State  
DEPARTMENT OF STATE  
Division of Licensing Services  
P.O. Box 22001  
Albany, NY 12201-2001

Customer Service: (518) 474-4429  
Fax: (518) 473-6648  
Web site: [www.dos.state.ny.us](http://www.dos.state.ny.us)

## **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: \_\_\_\_\_