

Spring Newsletter

Volume 1

Issue 1



Ketchum Land & Timber

Getting the Most Out of Your Land

Welcome

Hello everyone and thank you for taking the time to read the first ever Ketchum Land and Timber, LLC newsletter. I am very excited about this newsletter and hope you will find it meaningful, useful, and educational. We plan to write this newsletter once per quarter. We hope to grow our audience so please feel free to forward and share with anyone who you think might enjoy its content. Also, if you received this newsletter from a forward and would like to be added to our mailing list, drop us a message. Our contact information is listed below.

With the newsletter, we plan to have simple, educational articles on a wide range of forestry related topics. If you, as a client or reader, have something you would like us to report or write about, please drop us a note. We want to interact with our readers. Along with the forestry related articles, we also plan to have a guest editorial. The list of future guest editorials is still in the works so stay tuned for future articles.

We do however, have our first guest editorial included in this newsletter. Ali Rabren was kind enough to write and to tell us about her family's Alabama hunting preserves located in Macon and Lee counties. Their hunting preserves, Stone Creek Preserve and Auburn Oak Farms, are both first class operations. I hope you enjoy learning about them in her article below. Thanks to Ali for taking time to inform our readers about the hunting preserves and all they have to offer their customers.

Why Plant Trees?



Planting trees is, without question, one of the most important practices a landowner can choose for their land. As a professional forester, I often hear landowners say, "Why should I spend the money to plant? I will be dead before the seedling are large enough to cut." My response is to offer an explanation on why reforestation is simply the right practice for the land as well as for future generations of landowners. There are many reasons why it is the right thing to do. In my opinion, one of the most important reasons is simple economics. I

must admit, twenty-five years ago when I was a student at Auburn, I should have paid more attention to Dr. Warren Flick in our Forest Economics classes! At that time, I really did not see any need to learn the definitions or formulas for items like Net Present Value or Internal Rate of Return. However, today these items are very important when considering any reforestation practice. We use these items with our analytics almost daily in reporting to clients.

One could never discuss the future of forest products without mentioning world population growth and projected growth. Investors in wood-using facilities are also looking at world population growth. As a forester, it is a huge breath of fresh air to see so many forest product mill investors in our state. In the past couple of years the Southeastern United States has become the “wood basket” for the entire world. In Alabama alone, there was an increase from \$103 million dollars in 2008 to \$1.31 billion dollars in 2018 invested in forest product using manufacturing facilities. State-wide, there are a dozen more state of art mills today than there were just four years ago. Why is all of this important? The answer is simply because most of these mills only own the land where the mill is located. So, without a land or timber base, they rely on private landowners to fill their raw wood needs. Growing timber is a long-term investment. These mills are also long-term investments. With long-term strategies in mind we, at Ketchum Land and Timber, LLC, are very optimistic that the future is bright for timber growers. However, to have a bright future in forestry income, you must plant today in preparation for tomorrow. In conclusion we, at Ketchum Land and Timber, LLC, feel that the state of forestry in Alabama and the entire Southeastern United States is strong and in position for even better days ahead.



AUBURN OAKS
F A R M

Guest Spotlight

Ali Rabren
Events and Marketing Manager
Auburn Oaks Farm

Auburn Oaks Farm is a new recreation and event venue located in Notasulga! With 600 acres, we offer wing-shooting hunts, a sporting clay course, and five stands! We have a new Clubhouse that can hosts weddings, corporate events, or social gatherings! Our sporting clay course is open to the public Tuesday-Saturday from 9:00-4:00 and Sunday 1:00-4:00. We also have membership opportunities! For more information visit our website at www.auburnoaks.com or www.auburnoaksfarm.com

Meet Earl Ketchum



Earl grew up in Barbour County, Alabama. As a young child, Earl remembers going to the “wood yard” with his Dad when he was out of school for summer breaks. From those “wood yard” visits, Earl apparently got pine rosin in his blood and it never went away. As a high school kid, Earl’s summer job was painting landlines and marking shortleaf pine out of natural loblolly pine stands. After high school, forestry and Auburn University seemed like a natural fit for Earl. Earl graduated Auburn with a BS in Forest Resources in 1997.

After graduation, Earl worked as a land management forester for M. C. Dixon Lumber Company in Eufaula for 3 years until he started his own consulting forestry firm. Since 1999, Earl has been assisting private forest landowners with comprehensive forestry management services. Earl takes pride in the fact that today he currently has over 200 clients with over 90,000 acres under management. Earl is very resourceful with respect to marketing stumpage to the correct market place at the correct time in order to maximize the rate of return for the client. Earl is a Registered Forester in the State of Alabama and the State of Georgia. He is also a licensed Real Estate Agent with The Brown Agency, Inc. in Opelika, Alabama. Earl is married to Kelli Faight Ketchum. They have three sons Riley 18, Grayden 15, and Cannon 11. They live in Opelika, Alabama.

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