



September 10, 2025

## **Good Neighbor Authority (GNA) Timber Sale Information**

Sealed timber sale bids will be received by mail or in-person at the Crandon Ranger Station, 404 N. Lake Ave, Crandon, WI 54520 up to **9:00 AM on Wednesday, September 24th, 2025** and opened immediately thereafter for timber stumpage described in this prospectus. This bid opening is open to the public. Please call +1 608-571-2209,,518426845# to attend virtually.

Individual tract prospectus, maps, and other detailed information, including bid forms and bid opening results, can be found online at: <http://dnr.wi.gov/topic/TimberSales/GNAGeneralInfo.html> or by contacting DNR staff below:

**Eagle River-Florence District** - Evan Richardson at 715-850-3155 or [evan.richardson@wisconsin.gov](mailto:evan.richardson@wisconsin.gov)

| Sale Name | Tract #    | Acres | Timber Type  | Pulp (T) | Comingled (T) | Logs (MBF) | Minimum Bid  |
|-----------|------------|-------|--------------|----------|---------------|------------|--------------|
| Lauterman | 8002-01-25 | 192   | Aspen-Spruce | 8,720    | 450           | 73         | \$ 63,893.00 |
| Lost Lake | 8002-02-25 | 108   | Pine-Aspen   | 3,633    | 1,600         | 30         | \$ 38,060.40 |

### **BIDDING REQUIREMENTS:**

- Bidding Procedure for Timber Sales:
  - Bids will be made by species for each tract.
  - Estimated volumes and utilization specifications are listed on individual sale prospectus maps. Bid according to volumes listed on individual sale prospectus and/or maps.
  - The **high bidder** will be determined by the **greatest total bid** for each tract.
  - Bids will be opened in random order.
  - Bidders in attendance (virtual)** can remove their bid from consideration before each individual tract is opened. Bidders must identify themselves by clearly stating their name, address, and telephone number PRIOR to a bid being opened to withdraw their bid from consideration.
- Bids may be made on one or more tracts.
- Submit each bid in an **individual sealed envelope** marked "Bid for Timber Stumpage" with the timber sale name, and tract number on the outside. Wisconsin DNR Timber Sale Bid Forms must be used to make bids on DNR timber sales and is included with the individual sale prospectus.
- A per unit bid must be made on every item on a tract. No "zero- \$0.00" bids for any species or products will be accepted and bid will be rejected.
- Winning bidders will be notified within 24 hours of bid opening and **must sign the timber sale contract and submit an acceptable performance bond within 6 weeks of the bid opening**. If the winning bidder fails to execute the contract and submit an acceptable performance bond, the bidder shall be required to forfeit to the department an amount equal to 10% of the total bid amount. Failure to forfeit the 10% penalty will result in the bidder being considered ineligible to bid on any state or GNA timber sales for a two-year period.
- A **Performance Bond or Letter of Credit** is required before awarding of contract. The bond shall be fifteen percent (15%) of the total bid value or a minimum of \$1,000.00, whichever is greater. The bond will be held intact by the Department of Natural Resources until the satisfactory completion of the timber sale contract. Contents of an irrevocable letter of credit (LOC) or Assurance/Surety bonds must include the following:
  - Letter of Credit number.
  - Timber sale identification – property name and sale or tract number.
  - A clear statement that it is irrevocable.
  - Name of the bank's customer; that is the principal.

- e. Amount of credit extended (maximum limit). This limit must equal or exceed the penal sum or penalty for which the letter of credit is pledged to secure.
  - f. An authorization to draw sight drafts upon bank in favor of Wisconsin Department of Natural Resources.
  - g. A clear statement that the letter of credit number appearing on a sight draft is sufficient identification for honoring it. The letter must specify only one identification number.
  - h. Expiration of bond: **The expiration date must be 1 year beyond the contract expiration date.**
7. For sales requiring pesticide applications (e.g. HRD treatment). The Purchaser shall ensure and provide documentation that any person(s) who applies or handles any pesticide on Department lands is covered by a valid Pesticide Business License, Individual Commercial Applicators License, and Forestry 2.0 Certification issued by the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) prior to pesticide application. The cost of this application can vary based on application method and harvest conditions, but should be considered when submitting bids on these timber sales.
  8. The Department of Natural Resources reserves the right to reject any and all bids.

#### **SALES TAX CERTIFICATION:**

1. A [Sales and Use Tax Exemption Certificate](#) must be provided at the signing of the contract. This certificate is required to cover a contractor or individual reselling stumpage harvested for firewood/fuelwood, mills and manufacturing facilities. More info can be found at <https://www.revenue.wi.gov/DORForms/s-211-inst.pdf>.

#### **UTILIZATION:**

1. See individual timber sales for utilization specifications.

#### **SCALING AND PAYMENT:**

1. If eligible for deferred payment, payment for timber removed from site must be made within 30 days of invoice.
2. If not eligible for deferred payment, no wood will be hauled from sale area until advanced payment is made.
3. If sold as a lump sum sale, payment in full must be made on entire sale, or by the cutting block, or by some other means as mutually agreed upon by Department of Natural Resources and contractor.
4. The mill scale ticket system will be used as the preferred method of sale administration. Other scaling systems may be used at the discretion of the Department of Natural Resources.
5. If a woods scale system is used, all cordwood or logs will be piled for scaling. Piles will be level and square with at least 5 cords per pile or 2 MBF. At least 10 cords or 5 MBF will be piled before a scale is requested. Scaling requests must be made at least one day in advance.
6. No refunds of stumpage payments will be made for un-removed wood, and wood left on the sale area at contract expiration shall revert to the seller.
7. Scribner Decimal C Log Rule shall be used for scaling logs. Conversion from MBF to cords or cords to MBF shall be 2.44 cords per MBF for softwoods and 2.2 cords per MBF for hardwoods.
8. Weight scale conversions will be at rates as specified in the Department of Natural Resources timber sale handbook **listed below** unless the individual timber sale has specific mixed species pro-rates/conversions.

#### **CORDWOOD WEIGHT CONVERSION FACTORS POUNDS PER CORD**

| <u>Species</u> | <u>Weight (lb)</u> | <u>Weight (T)</u> | <u>Species</u> | <u>Weight (lb)</u> | <u>Weight (T)</u> |
|----------------|--------------------|-------------------|----------------|--------------------|-------------------|
| Ash            | 4600               | 2.300             | Jack pine      | 4250               | 2.125             |
| Aspen          | 4500               | 2.250             | Locust         | 5300               | 2.650             |
| Balsam         | 4250               | 2.125             | Mixed hardwood | 4800               | 2.400             |
| Balsam poplar  | 4900               | 2.450             | Red oak        | 5500               | 2.750             |
| Basswood       | 3850               | 1.925             | Red pine       | 4500               | 2.250             |
| Beech          | 5050               | 2.525             | Soft maple     | 4550               | 2.275             |
| Black Cherry   | 4300               | 2.150             | Spruce         | 4000               | 2.000             |
| Cedar          | 3150               | 1.575             | Tamarack       | 4650               | 2.325             |
| Cottonwood     | 4650               | 2.325             | White birch    | 4800               | 2.400             |
| Elm            | 5000               | 2.500             | White oak      | 5850               | 2.925             |
| Hard maple     | 5100               | 2.550             | White pine     | 4200               | 2.100             |
| Hemlock        | 4800               | 2.400             | Yellow birch   | 5350               | 2.675             |
| Hickory        | 5400               | 2.700             |                |                    |                   |

### **CONTRACT PERIOD:**

1. See individual timber sales for contract expiration dates.

### **CONTRACT EXTENSIONS:**

1. Contract extensions will not be granted without justifiable reason. Justification will be determined by the Department of Natural Resources. Contract extensions are not guaranteed, but if granted, will be for one year.
2. Extension requests will be considered with the following conditions:
  - a. **One and Two-Year Contracts:**
    - i. 1<sup>st</sup> Extension: Initial 5% increase in stumpage rate
    - ii. 2<sup>nd</sup> Extension: Additional 10% increase in stumpage rate
  - b. **Three and Four-Year Contracts:**
    - i. 1<sup>st</sup> Extension: 15% increase in stumpage rate (only one extension granted)

### **OTHER CONDITIONS:**

1. **Wisconsin's Best Management Practices** for Water Quality, Woody Biomass Harvesting Guidelines, and Best Management Practices for Invasive Species must be followed on all DNR timber sales. More information on these management guidelines can be found at the links below:
  - a. Water Quality BMPs: <https://dnr.wi.gov/topic/ForestManagement/bmp.html>
  - b. Biomass: <https://councilonforestry.wi.gov/Pages/WoodyBiomass/Default.aspx>
  - c. Invasive BMPs: <https://councilonforestry.wi.gov/Pages/InvasiveSpecies/Forestry.aspx>
2. **GNA Documentation** - USDA Forms below are required and must be provided at the signing of the contract:
  - a. **Forest Service Debarment and Suspension:** [USDA Form AD-1048](#) is required to ensure the contractor is eligible to bid on USFS (and GNA) timber sales.
  - b. **Forest Service Felony Conviction:** [USDA Form AD-3030](#) is required to ensure corporations do not have felony convictions or tax delinquent status.

### **INSURANCE:**

1. The "Contractor" (purchaser) shall provide the Department of Natural Resources with a Certificate of Insurance counter-signed by a Wisconsin Resident Agent, indicating that Worker's Compensation Insurance coverage is provided for the duration of the contract prior to any performance under it.
2. Contractor claiming exemption, independent status, the contractor/purchaser will be required to submit a signed, notarized affidavit that affirms their exempt status pursuant to the criteria listed in section 102.07(7)(b), of the Wisconsin Statutes.

### **TRAINING STANDARD:**

1. The Purchaser shall ensure that at least one in-woods person actively engaged in performance of this contract and responsible for the logging site complies with the Wisconsin Sustainable Forestry Initiative® (SFI®) Training Standard as adopted by the Wisconsin SFI Implementation Committee (SIC).
2. Criteria for the standard can be found at the website [https://www.fistausa.org/fista/SFI\\_Workshops.asp](https://www.fistausa.org/fista/SFI_Workshops.asp) or by contacting the Forest Industry Safety & Training Alliance (FISTA).
3. Purchaser agrees to provide documentation to Seller that the training has been attained prior to initiating sale.

### **FOREST CERTIFICATION:**

1. These lands are **NOT** 3<sup>rd</sup> party certified.
2. For information on Chain-of-Custody, refer to <https://dnr.wisconsin.gov/topic/timbersales/certification>.

**CONTRACTS:**

1. Documents for each timber sale are available online at <https://dnr.wisconsin.gov/topic/timbersales/gnasales>.
2. Contract may contain other provisions.
3. Contracts may not be assigned.
4. Sample copies of the contracts are available upon request.

Sincerely,

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