



August 14, 2025

Good Neighbor Authority (GNA) Timber Sale Information

Sealed bids will be received by mail or in person at the addresses listed below; up to **1:00 PM on Wednesday, September 10, 2025**, and will be opened immediately thereafter for timber stumpage described in this prospectus. Bid results will be available online or by contacting the DNR forester listed. The public may attend in person or call [+1 608-571-2209](tel:+16085712209) [Conference ID: 664934405#](#) to attend virtually.

Sealed bids will be received by the National Forest Liaisons to the Good Neighbor Authority (GNA), at the following locations up to **1:00 PM on Wednesday, September 10, 2025**. Bids are being accepted for the following timber sales:

1. Washburn DNR Ranger Station will have 3 tracts located in the USFS Washburn District (West).
2. Hayward DNR Service Center will have 6 tracts located in the USFS Great Divide District (West).
3. Prentice DNR Ranger Station will have 2 tracts located in the USFS Medford-Park Falls District (West).

Washburn District: Larin Krautkramer - (715) 781-5149 or larin.krautkramer@wisconsin.gov – Washburn Ranger Station, 203 E Bayfield St., Washburn, WI 54891.

Great Divide District: David Todus - (715) 577-1806 or david.todus@wisconsin.gov – Hayward Service Center, 10220 State Road 27, Hayward, WI 54843.

Medford-Park Falls District: Steve Lorenz - (608) 215-9631 or steven.lorenz@wisconsin.gov – Prentice Ranger Station, W5327 Granberg Road, Prentice, WI 54556.

BIDDING REQUIREMENTS

1. Bidding Procedure for Timber Sales:
 - a. All bids must be submitted on a department “Timber Sale Bid” form 2400-049.
 - b. Bids will be made by species/product for each tract.
 - c. Estimated volumes and utilization specifications are listed on individual sale prospectus maps. Bid according to volumes listed on individual sale prospectus and/or maps.
 - d. The **high bidder** will be determined by the **greatest total bid** for each tract.
 - e. Bids will be opened in random order.
 - f. **Bidders in attendance** 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.
2. Bids may be made on one or more tracts.
3. Submit each bid in an individual sealed envelope marked “GNA Timber Sale Bid” with the sale name and tract number written 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.
4. A per unit bid must be made on every item on a tract. No “zero” bids for any species or products will be accepted.

5. 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.
6. 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:
 - a. Letter of Credit number.
 - b. Timber sale identification – property name and sale or tract number.
 - c. A clear statement that it is irrevocable.
 - d. 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 and mills and manufacturing facilities. More information about the certificate can be found at <https://www.revenue.wi.gov/DORForms/s-211-inst.pdf>.

GNA DOCUMENTATION

1. AD-1048 Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion Lower Tier Covered Transactions must be provided at the signing of the contract. This USDA form is required for all GNA sales to ensure the contractor is eligible to bid on USFS timber sales.
2. AD-3030 Representations Regarding Felony Conviction or Tax Delinquent Status for Corporate Applicants must be provided at the signing of the contract. This USDA form is required for all GNA sales to ensure corporations do not have felony convictions or tax delinquent status. If the contractor is not a corporation, this form must still be signed.

UTILIZATION

1. All trees designated for cutting will be utilized to a minimum 4" top whether or not the quantity is more or less than the estimated. All merchantable wood bulldozed out during road construction must be utilized.
 - a. Cordwood: 4" DIB small end
 - b. Sawlogs (Hardwood): 10" DIB small end
 - c. Sawlogs (Softwood): 8" DIB small end
 - d. Other: All mixed products 4" DIB small end

SCALING AND PAYMENT

1. If eligible for deferred payment option, payment for timber removed from site must be made within 30 days after invoice.
2. If not eligible for deferred payment option, no wood will be hauled from the 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 5 cords or 2 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 2.20 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 (lbs.)</u>	<u>Weight (tons)</u>	<u>Species</u>	<u>Weight (lbs.)</u>	<u>Weight (tons)</u>
Ash	4600	2.3	Jack pine	4250	2.125
Aspen	4500	2.25	Locust	5300	2.65
Balsam	4250	2.125	Mixed hardwood	4800	2.4
Balsam poplar	4900	2.45	Red oak	5500	2.75
Basswood	3850	1.925	Red pine	4500	2.25
Beech	5050	2.525	Soft maple	4550	2.275
Black Cherry	4300	2.15	Spruce	4000	2.0
Cedar	3150	1.575	Tamarack	4650	2.325
Cottonwood	4650	2.325	White birch	4800	2.4
Elm	5000	2.5	White oak	5850	2.925
Hard maple	5100	2.55	White pine	4200	2.1
Hemlock	4800	2.4	Yellow birch	5350	2.675
Hickory	5400	2.7			

CONTRACT PERIOD

1. Contract periods for all contracts offered during this bid opening vary and are specified on the individual sale documents.

CONTRACT EXTENSIONS

1. Contract extensions will not be granted without justifiable reason. Justification will be determined by the Department of Natural Resources.
2. Contract expiration dates are given on the individual timber sale. Contract extensions are not guaranteed. All extensions; if granted, will be for 1 year. Extension requests will be considered with the following conditions:
 - a. **One and Two-year contracts**
 - 1st Extension – 5% increase in stumpage rate
 - 2nd Extension – Additional 10% increase in stumpage rate
 - b. **Three and Four-year Contracts**
 - 1st Extension – 1 year 15% stumpage rate

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 found 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. The following guidance and mitigation items are listed on each individual sale prospectus/map and contract:
 - a. HRD/Oak Wilt requirements
 - b. Invasive control requirements
 - c. Road specifications
 - d. Slash treatment
 - e. Soil disturbance and rutting

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. 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.
2. Contract may contain other provisions. Contracts may not be assigned. A sample copy of the contract is available upon request.

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 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** 3rd 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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Steve Lorenz

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