



Timber Talk

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*Jay's
Message*

On Thin Ice My Take On Climate Change

I was 10 years old when my next door neighbor took me to Bates Field, the airport that served Mobile and the Southeast coast of Mississippi. He owned the restaurant there and somehow made a living from the 30 or 40 passengers a day who passed through the airport in 1950s Mobile.

Bates Field housed the Weather Bureau and the famous (to me) weatherman Bill Tilson. There was no TV then, but I had heard him on the radio many times, forecasting exciting weather events such as hurricanes and a famous cold wave that froze parts of Mobile Bay. (My sister took me to see the frozen bay and we found a heron stuck on the ice.)

The weather station was small and full of dials and gauges. Visitors must have been rare since Bill Tilson devoted a whole hour to me explaining everything. My visit was made particularly exciting when a rare (for South Alabama) Arctic cold wave literally swept over us while I was there, causing all the instruments to gyrate wildly.

That day was over 50 years ago, and I have been an enthusiastic weather buff ever since. I even have my own weather library. I belong to a number of special (we call them "professional") weather Websites, and I have been told that my photo is next to "weather nerd" in the dictionary. When I went to a Braves game with Jim Cantore of the Weather Channel, he moved in the third inning because I asked him too many questions.

So after all this, my friends often ask me to predict the weather for them. I do this with pleasure, although my record is about the same as it is for the stock market — not very good. But while my prediction record may not be the best, my knowledge of weather history is excellent. I

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The Investment Potential of Timberland

Recently, the *Atlanta Journal Constitution*, *USA Today*, and other media have reported that individual investors are turning to timberland as an attractive investment. With large timber companies divesting themselves of some assets and the stock market returning a lackluster performance, individuals and small groups are seeing more green in timber than just the leaves on the trees.

Money funds and other asset management firms are cashing in on this opportunity, as well. The *Atlanta Business Chronicle* recently reported that Wells Real Estate Funds is seeking \$845 million to invest in timberland in the United States and perhaps other countries.

The potential gains with timber are compounded when buyers thin their trees selectively, generating income, enhancing a tract's beauty and accelerating its potential for personal use or development. As a leader in beneficial forest management, Scofield is poised to help a new generation of investors identify, purchase, and manage timberland investments.

For a copy of Scofield's January 2006 Timberland Investment Letter, please call Frank Riley, Director of Forest Properties, at 706-897-1676 or email info@scofieldtimber.com using Investment Report as the subject line.

Knoxville Plantation: Investing in Quail as Well as Timber

When Scofield Timber CEO Jay C. Bear first visited a large tract of land just west of Macon, Georgia, he was evaluating the parcel based on Scofield's traditional criteria. Did the land have large stands of timber? Did it offer one or more compelling natural features that would make it attractive for eventual development? Was it reasonably close to a major city, but far enough away to be outside the ring of current development?

The answer to all these questions was a resounding yes. The land was beautiful and gently rolling, covered with intensively managed stands of nearly mature pine, yet only 20 minutes outside of Macon and 90 minutes from Atlanta. At the time, long-time Scofield investment partner Quill Healey (who accompanied Bear on the trip) immediately recognized an additional, unanticipated possibility. The tract, Healey said, had the look of a South Georgia quail plantation.

Bear purchased the land in the regular course of business and, as Scofield does on all of its tracts, began to manage the timber and improve the property. Shortly thereafter, a local family approached Bear with the same idea that struck Healey on his first visit. Scofield bit, and Knoxville Plantation was born.

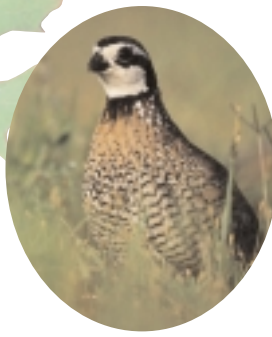
Today, Knoxville Plantation is in its first season as a public hunting facility with the secluded feel of a private preserve. For months leading up to the opening, employees worked to procure and train the plantation's hunting dogs, pinpoint the best fields for flushing plump quail, and groom the woodlands to attract and retain wildlife. Last month, sporting enthusiasts began bagging quail and spotting trophy deer while enjoying the camaraderie of friends and associates. Recently, The Knoxville Plantation skeet shooting range opened for business, and when turkey season opens, hunters will be stalking the wily wild turkey, as well.

Delighted visitors have called Knoxville Plantation "unexpected," saying they are surprised and delighted to find such a pristine environment, with birds and dogs of such quality, so close to both Macon and Atlanta. "I've been hunting birds for over 40 years," says recent visitor Rick Cooper, "and I was pleased to see how well those birds flew." He also commented, "The dog work was superb." Scofield Timber may not have set out to create Georgia's newest and most convenient hunting facility, but as it turned out, that's exactly what Knoxville Plantation is becoming.

For more information on Knoxville Plantation, including rates, packages, and future expansion plans, please call 800-741-2838, email info@scofieldtimber.com or visit www.scofieldtimber.com/KP.html. 🌲

Knoxville Plantation is accepting reservations and annual memberships for the 2006 hunting season. Book your outing prior to February 28, 2006 and enjoy a free round of skeet shooting.*

* Free skeet offer valid for any full or half-day outing through May 31, 2006, provided it is booked before February 28, 2006.



On Thin Ice My Take On Climate Change

Continued from front

am blessed with an extraordinary memory and I have read and studied weather statistics for half a century. I also have kept my own weather stats off and on for many years.

There is one thing I do know, with certainty. It is getting warmer nearly everywhere, and most of the changes I have noted have occurred since 1980. At first, I noticed that the above-normal temperature days were noticeably more prevalent than the below-normal days. It caught my eye when the above normal days regularly topped 60% and the occurrence of below normal days fell below 40%*. I checked these for various cities, various countries and various years over the last three decades, and, except for about 10% of the world, I came up with the same results.

The next thing I noticed was that the nighttime temperatures were much more above-normal than the daytime temperatures, indicating that a significant portion of the warming was occurring at night. Many weather stations are in urban areas that, because of their dense populations and massive areas of asphalt and concrete, become heat islands at night, I suspect.

These observations make me think maybe there are too many of us and that the whole planet is becoming a heat island. That worries me.

It looks like the next 20 years or so are going to tell us what is really happening to our climate and more directly pinpoint the causes.

Let's hope it turns out that much of what is happening is a natural and dramatic climate change. It probably won't make any difference in the consequences we will need to deal with, but, at the very least, we will know it wasn't our fault, and maybe we won't have to feel so guilty for messing things up. 🌲

*The period 1931 to 1960 is usually used to determine "normal" temperatures and precipitation.

Project Spotlight

Little Creek: Scofield Polishes a Diamond in the Rough

Ask Scofield Timber CEO Jay C. Bear to name his company's greatest strengths, and one he'll likely mention is the ability to use selective thinning to carve hidden beauty from a tract of overgrown timberland. He might also add another trait for which Scofield is known — the ability to fine tune a project to perfectly suit the current and future needs of the owner.

Such is the case with Little Creek, one of Scofield's latest projects. This 1800-acre tract northwest of Atlanta is a mixture of rolling hills and steep ravines, making it a difficult tract to thin, but

"Timbering is often a bit mysterious to landowners. Scofield makes it clear and simple. I am very pleased with their expertise in the woods."

— Scot A. Clark

giving it compelling beauty and tremendous development potential.

Atlanta firm PEC Development Group first approached Bear about Little Creek

after working with Scofield on a previous project. The tract presented an attractive challenge, and Bear and Chief Forester Scot Teverino were drawn to the opportunity immediately.

Completing the combination was

Marty Evans, one of Scofield's core loggers who lives nearby. Bear and Teverino knew Evans and his crew had extensive experience in this type of terrain and timber and would be perfect for the job.

"It was an environmentally and aesthetically sensitive tract where all of Scofield Timber's strengths could be brought to bear on behalf of the client," says Bear. "And in PEC, we had a savvy client who understood the value we could bring to the project."



"The land is an interesting mixture of planted pine and natural growth," says Teverino. "PEC plans to develop the land eventually, but in the interim the company wanted to manage the timber and reap the benefits of that. However, they needed to be confident that the company working the land would not disrupt the existing ecosystem. It was a perfect project for Scofield."

"We created a plan based on their objectives," says Teverino. "They gave us a multi-year management window, and we tailored the project for flexibility. With the first thinning, we improved

the road system, giving them better access to the property. We protected the fragile watershed using best management practices such as stream buffers and the addition of brush or mulch on exposed areas. At the same time, the thinning actually improved the habitat for wildlife. This approach let PEC be responsive to the concerns of the local citizens regarding the ecosystem. It let them demonstrate that they could be a good neighbor."

According to Teverino, the planted pines were around 20-25 years old, and they had never been thinned before. The result of that neglect, Teverino says, was "a packed-in tangle." At that age, they were at the perfect stage for thin-

ning. "Thinning the trees allowed PEC to see the lay of the land," Teverino notes. "It really opened up the views.

"We added value when we thinned that timber," Teverino says. "We could have taken twice as much timber but it



would have ruined the land. Our business is driven by excellence and not the last log.

"Everything came together nicely," Teverino continues, "thanks to the confidence our client exhibited in us and the dedicated work of our loggers. I missed several weeks in the middle of the job due to illness, and Marty followed my harvesting plan perfectly with only limited supervision from the other Scofield foresters. In the end, the property was really clean and in better shape than before we worked it.

"When PEC develops the land — tomorrow or ten years from now — it will be ready," Teverino finishes. "If they hold it, they'll be able to thin the tract again in three to five years and reap additional income from it."

According to PEC's Vice President of Development, Scot A. Clark, Scofield has shown his company that timbering can be part of the development process — that it can increase the value of the property while garnering income from it. "Timbering is often a bit mysterious to landowners," Clark says. "Scofield

"Our business is driven by excellence and not the last log."

— Scot Teverino

makes it clear and simple. We have a lot of faith that they will handle our tracts in a professional way, and our tracts look better after the thinning than they did before. I am very pleased with their expertise in the woods." 🌲

Tunya O. Byner, Office Manager

Office Manager Tunya O. Byner may have made her mark at Scofield Timber as a computer whiz, but it's her cheerful, positive personality and can-do attitude that make her a special favorite of staff and clients alike. The Sylacauga, Alabama native joined Scofield Timber in 1998 and has been an important member of the team ever since.

"Tunya sets the tone for our office," says Scofield CEO Jay C. Bear. "She's the first person our clients and employees see, and her terrific attitude and friendly, easy-going manner make everyone comfortable the minute they walk in the door." Scofield Vice President Kelly Dean enthusiastically concurs. "Tunya's smart, she's steady, and she's capable. She is so cheerful and positive; she motivates the rest of us to feel great during the work day."

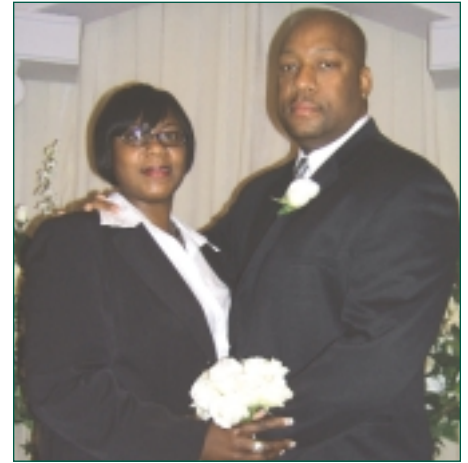
TimberTalk is published by Scofield Timber Company, one of Georgia's largest privately held timber companies.

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Byner's attitude isn't her only "positive," by far. Before the Herzing College alumnus graduated Magna Cum Laude with a Bachelor of Science in Electronics and Computer Technology, the school honored her achievements by naming her Electronics and Computer Technology Student of the Year. That technical expertise comes in handy at Scofield, where one of Byner's key responsibilities is recording and managing data relating to logging operations and landowner's settlements.

Like the rest of the Scofield team, Byner logs quite a few hours in the office but, given the option, would rather be in the woods. "What I like most is going out on logging jobs with the foresters and meeting and talking to the loggers," she says. "I'm very glad that's something Jay lets me experience."

Byner became so absorbed with the business of marking trees during one trip with Forester Chris Hart that she actually became lost. "All of a sudden, it got real quiet," she remembers. "Fortunately, I was able to get Chris on my cell phone and he talked me back to our starting point."



Office Manager Tunya O. Byner with husband, Ken.

Byner came to Atlanta, and Scofield, for the improved career opportunities it offered. Kelly Dean says that move was a lucky one for Scofield. "I could tell that Tunya came from a strong, loving family and I knew she would be perfect for us," Dean relates. Byner, who lives in Stone Mountain with her husband (of two months) Ken, and their two cats Ike and Tina, agrees. "At Scofield, I am part of a team — a family, almost — working with good people who are committed to making Scofield the best it can be. That's exactly where I belong." †



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