



**Fountains
Forestry**

AN F&W COMPANY

Services for Private & Institutional Forest Landowners



Services for Forest Landowners

Acquisition of UK forestry can offer buyers significant advantages in terms of additional control, reduced fees and increased potential returns, when compared with forestry fund investment. However, ownership of a land asset gives rise to a range of issues, both operational and statutory, which need to be managed by an experienced and professional forestry manager.

Fountains Forestry has been a trusted adviser to forest owners, whether individuals, trusts or financial institutions, for more than 60 years.

Today, Fountains Forestry manages a portfolio of over 40,000 hectares (100,000 acres) of forestry assets across the UK, ranging from upland conifer forests to lowland broadleaf woodlands.

Helping Landowners Achieve Full Forest Value

Fountains Forestry works with direct investors and their advisers to help ensure that capital committed to this asset class achieves full forest value. This assistance starts with the acquisition process, continuing with forest management and ultimately disposal of the forest asset.

A major advantage we possess over our larger competitors is that we are independent from timber processing interests, which means we are able to act purely in your best interests, to secure the best possible value for your timber, sporting and other sales.

The combination of financial and forest management expertise means Fountains Forestry can help forest landowners and their financial advisers to achieve their financial and other goals and help them to manage and, wherever possible, reduce the natural and financial risks of growing, harvesting and selling timber.



Services for Private and Institutional Forest Landowners

Comprehensive Skills and Expertise to Support Direct Investment

Clients of Fountains Forestry benefit from professional advisory services based on:

1. Expertise in forest acquisition, improvement and management.
2. An ethical approach to forestry ownership, based on economic and environmental sustainability.
3. Realistic and accurate assessment of opportunities and risks for owners and what strategies can be used to manage them.

As a long-established adviser to forestry landowners, Fountains Forestry has developed a comprehensive suite of services to support clients as they move through the ownership lifecycle of sourcing, acquiring, managing and disposing of their forestry assets.

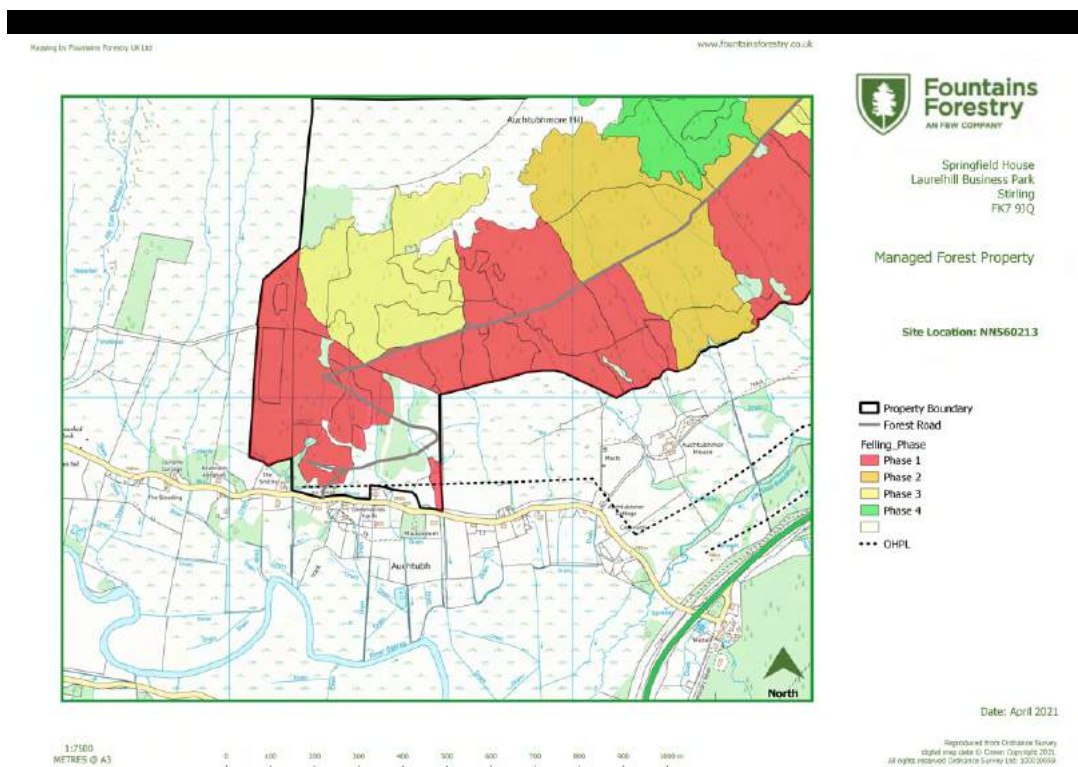
Forest Management Services

OUR CORE SERVICES INCLUDE:

- Forest acquisition and due diligence
- Forestry bookkeeping
- Forest and woodland management
- Growing Timber Insurance
- Timber harvesting and marketing
- Environmental Certification of forests
- GIS mapping
- Financial forecasting and property valuations

ADDITIONALLY, WE WORK WITH ASSOCIATES TO PROVIDE:

- Asset development advice for projects such as hydro power, infrastructure and wind farms
- Management of carbon sequestration projects
- Environmental consultancy services including ecological surveys and wildlife management





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Supporting Clients Throughout the Forestry Ownership Lifecycle

Fountains Forestry has developed a comprehensive range of services designed to support clients through the full lifecycle of forestry ownership.

Initially, Fountains Forestry works with the client to develop the goals and strategy for their forestry portfolio. With these parameters agreed, we use market intelligence to generate a shortlist of potential properties which best meet the client's objectives.

The next step is to undertake due diligence on selected properties, highlighting potential risks and income opportunities. This can be extended to financial modelling, based on timber growth, land appreciation, timber harvests and other income sources. Investment value can also be assessed by a combination of discounted cash flow analysis and regional sales comparables.

This due diligence and valuation phase may include verification of the timber stock on site using technical measurement and inventory methods.



Services for Private and Institutional Forest Landowners

Forestry Management

Following successful acquisition, Fountains Forestry managers work together with the client to manage their forest in accordance with the management and development plans agreed at the outset.

Once a forest is acquired, our forest managers work with clients to refine their objectives and produce a management plan for the new property. Thereafter, Fountains Forestry provides ongoing management and maintenance services designed to optimise income and increase the value of the forest over the ownership lifecycle.

This phase includes management of forest operations, such as harvesting, ground preparation and replanting; capital investments such as road and fence construction and value added services such as the marketing of timber and preparing of timber inventories and valuations.

Ongoing financial management includes budgeting, accounting and insurance. Income can be maximised by securing Government forestry and woodland grants and by leasing out sporting rights. The management role also includes liaising with government agencies, conservation bodies and other stakeholders.

Disposal

Fountains Forestry has developed an in-depth knowledge of national and regional forestry markets. This wider understanding of the sector means we can offer clients informed advice and insight if and when they decide to sell their property.

An exit from this asset class can be planned well ahead of disposal. The final price can also be greatly enhanced through value-added services delivered during the holding period, such as:

- Changing the species mix to increase the commercial timber element;
- Improving access to the forest property through investment in forest roads;
- Installing inspection racks and carrying out crop inventories and carbon inventories;

The Fountains Forestry team will use its knowledge of the market to ensure that clients benefit from an effective marketing strategy designed to maximise the resale value, often developed in conjunction with a selling agent.

We provide advisory support to the client and his solicitor during the legal sale process.





Full Management Services

For clients who hold several forestry assets, (typically institutional investors, such as pension funds or trusts) Fountains Forestry provides a portfolio management service, taking care of all aspects of forestry holdings. The firm and its associate companies currently manage forestry portfolios for clients in the UK, the USA, Canada and South America.

Portfolio management services typically include strategic advice in the following areas of forestry ownership:

- Optimising forest acquisitions and disposals
- Annual asset valuations and reports
- Maximising asset value over time
- Monitoring timber markets to maximise revenue
- Achieving local management at best value
- Identifying renewable energy opportunities

Environmentally Sustainable Management of Forestry

Beyond commercial forestry, we manage a number of environmentally sensitive woodland and forests throughout the UK with various statutory designations. Many of these sites are located within National Parks and Sites of Special Scientific Interest.

We are experienced in working with governmental conservation bodies such as Natural England, NatureScot and non-governmental organisations such as local Wildlife Trusts.

Fountains Forestry has developed a strength in wildlife management, particularly in Scotland where our professional forest rangers manage wildlife in ways which minimise crop damage while also handling the conflict of interest between conservation, habitat and investment concerns.

In the UK, our systems and procedures are certified to meet the International Standards Organisation (ISO) management requirements for ISO 9001 (Quality), ISO 14001 (Environmental) & OHSAS18001 [ISO45001] (Occupational Health & Safety).

Since 2001, Fountains Forestry has been accredited by the Forest Stewardship Council® (FSC®) as a Resource Group Manager; meeting the FSC's international management standard and since 2019 endorsed by PEFC™ as conforming with their Principles, Criteria and Indicators.

We were also one of the first UK forestry businesses to sign the 'Safety Accord' proposed by the UK Forestry Industry Safety Accord (FISA), a group committed to improving safety procedures and minimizing risk for those working within the UK Forestry industry, and continue to assist the development and improvement of industry safety and best practice through our participation in the FISA working groups..



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Renewable Energy

The emergence of the renewable energy sector offers a potential new revenue stream for forest owners, driven by rising energy prices and Government grants for capital investment. in heating and power plants fuelled by renewables, whether these be wind power, hydro power or forest biomass. A number of our clients already benefit from participation in such projects.

Fountains Forestry works with associates to develop domestic or estate scale projects which use wood fuel sourced on their properties, for heating and power generation. Fountains Forestry also advises forest owners on the supply of timber biomass to Combined Heat & Power (CHP) plants in the UK.

Fountains Forestry, working closely with trusted consultancy partners, has already assisted many forest owners in the development of wind farms and hydroelectric projects on their properties.





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Fountains Forestry is a wholly-owned subsidiary of F&W Forestry Services Inc., which is a global forestry management company based in Georgia, U.S.A. which manages over 2 million acres of forestry worldwide in North and South America and Europe. This means we can draw on a wealth of forestry management and silvicultural knowledge, and associated resources.

CONTACT

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