

SESSION SUMMARY:

If you are a logger, landowner, or farmer who has had bought or sold timber sale in the past 3 years, or plan to harvest timber, then this is a **must see session**: Keep More \$\$\$ From Your Timber Harvest!!! (by Susan Metcalfe, Metcalfe Forestry & Burns Timber Tax Service) will cover a range of topics involving your potential taxes on the money earned by buying and selling timber, how to keep more \$\$ in your pocket & pay less in tax. This will also cover myths common in the forestry and accounting communities, explain about the capital gains treatment of the purchase and sale of timber, and give valuable tips on how some loggers can drastically reduce their regular income and tax liability and how some landowners may pay little or no tax on their timber sale revenue.

BIO:

Susan Metcalfe
989-348-3596
Metcalfe Forestry Co
& Burns Timber Tax Service
metcalfetimbertax@hotmail.com
www.metcalfeforestry.com
402 Chestnut St.
Grayling, MI 49738

Susan Metcalfe is a co-owner of Metcalfe Forestry Co & Burns Timber Tax Service. She received her Bachelor's in Biology & Chemistry from University of Texas in 1995, and graduated with a Master's of Science in Forest Management from Michigan Technological University in 2002, part of the Masters International Program with the United States Peace Corps (Bolivia 1999-2001). Susan worked as Forester in the Mio Ranger District on the Huron-Manistee National Forest USDA from 2002 until 2006. In 2006, she began working with Burns Timber Tax Service and running Metcalfe Forestry. Metcalfe Forestry Co is a consulting forestry company, offering their clients in the Lake States and eastern/southern US a full range of forest management services. The clients range from private landowners with small 20-acre parcels to companies that own tens of thousands of acres in the Lake States and beyond.

Specialized knowledge of the federal income tax laws that apply to the sale of timber qualifies her to provide professional timber tax preparation services for accountants, landowners, farmers, loggers, or anyone who has sold or purchased trees. These services include the preparation of the federal Form T as well as the real estate and timber appraisals required under the tax code IRC 631(a) & (b).

Susan has presented various SFI, SFE, FISTA certified and other classes on Timber Taxes to loggers, landowners, accountants, and foresters through the Association of Consulting Foresters, University of Wisconsin Extension, AgStar Financial Services, Northcentral Wisconsin Land Stewardship Conference, Great Lakes Timber Professionals Association, Forest Industry Safety & Training Alliance Inc., Michigan Conservation Districts, Michigan Association of Timbermen, Michigan Forest Association, Michigan Technological University, Price and Florence Counties & Stevens Point University in Wisconsin.

- MI Registered Forester #46000
- Member of the Association of Consulting Foresters
- Member of the Michigan Association of Timbermen
- Member of the Michigan Forest Association
- Member of Society of American Foresters
- Michigan Technological University, Graduate of Forestry, M.S.