



2020 Cropland, Pastureland and Timberland Valuation for Property Tax Purposes



Arkansas Assessment Coordination Division
Department of Finance and Administration

October 15, 2019

October 15, 2019

To: The Honorable Cecile Bledsoe
To: The Honorable Jeff Wardlaw

This report is presented pursuant to A.C.A 26-26-407 (4) which requires that ACD report any changes to the agricultural use valuation formula for property tax purposes to Legislative Council by October 15th of each year.

Contained within this report are the guidelines used by ACD in it duties, the calculations used in determining the values, and the statistical information used in the calculations. These values will be used by counties completing their reappraisal cycle in 2020.

No changes were made in the formulas used in these calculations this year.

If you have any questions about any part of A.C.A 26-26-407 (4) or any part of the Agricultural Use Valuation process please feel free to contact me.

Sincerely,

Robert McGee
Division Administrator
Arkansas Assessment Coordination Division
Department of Finance and Administration
501-324-9114
Robert.McGee@acd.arkansas.gov

Table of Contents

| | |
|---------------------------------------|-------|
| ACD Agricultural Guidelines | 1-8 |
| Map of ACD Agricultural Regions | 2 |
| Delta Region | 9-20 |
| Ouachita Region..... | 21-32 |
| Ozark Region..... | 33-44 |
| Southwest Region | 45-56 |
| Crop and Pasture Rates..... | 57 |
| Timber Rates..... | 58-60 |

Guidelines For The Mass Appraisal Of Cropland, Timberland, and Pastureland In The State Of Arkansas

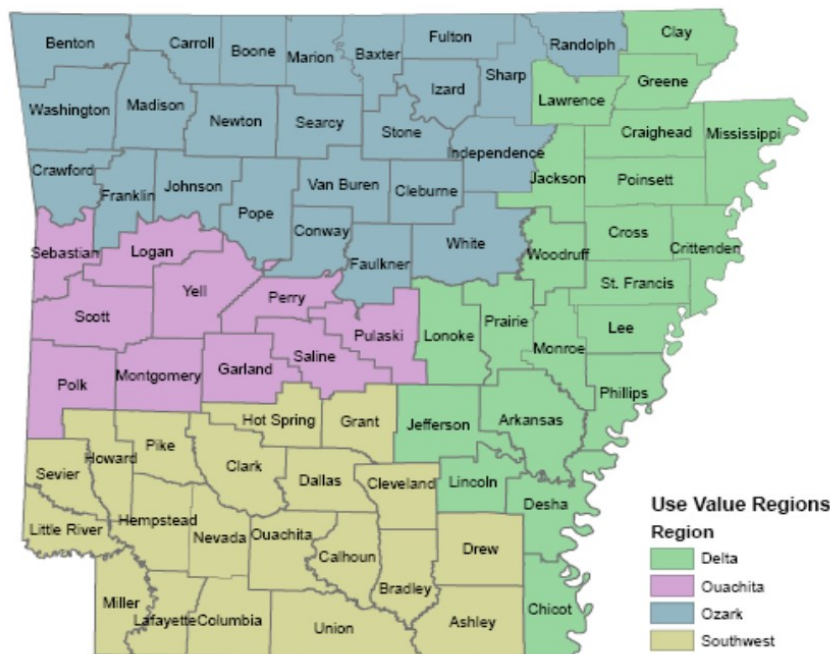
Developed in 1996 by The State Of Arkansas Assessment Coordination Division of the Department of Finance and Administration in compliance with Arkansas Code 26-26-407
Revised 2019

Overview

All agricultural lands in the state including cropland, pastureland, and timberland are given special classification by the state constitution (Amendment 59). Such land is to be valued based on its use. It is not based on its market value. This use valuation, as it is called, is designed to protect and preserve such land. The state in rendering this classification recognizes the importance of crops and farming, the production of livestock, and a managed forest for the betterment of all the people of the state.

The Agricultural Land mass appraisal program launched in 1981 developed seventy-five individual county land values based on published information by the USDA National Agricultural Statistics Service (NASS-USDA) and the Natural Resource and Conservation Service (NRCS).

In an effort to eliminate some of the variables and inconsistencies, in 1996 the introduction of Regional Land Values for the state of Arkansas was implemented. The land regions are based on those set by the U.S. Forest Service. There are four regions:



In 2007, clarifying language was added to statute as to how often the Assessment Coordination Division will calculate agricultural values (annually), that counties must use those values at the end of their reappraisal cycle, basic parameters for the formulas used to calculate the capitalization rate used, and added oversight by requiring a report be filed annually with Legislative Council.

Statute Highlights

The following consists of highlights from Arkansas Code 26-26-407. Please see the full statute for complete information regarding agricultural valuation.

(b)(1)(A) Agricultural land, pasture land, and timber land valuation shall be based on the productivity of the agricultural land, pasture land, or timber land soil.

(B) Agricultural land, pasture land, and timber land guidelines shall be developed based on the typical or most probable use of the soils for agricultural land, pasture land, and timber land in the region.

Statute Highlights cont.

(f)(1) In devising and developing methods of assessing and levying the ad valorem property tax on real property, the Assessment Coordination Department shall annually develop and publish valuation tables and other data which shall be used by county Assessors for assessing lands qualifying under the provisions of this subchapter.

(2)(A) Effective for assessment years beginning January 1, 2008, and every year thereafter, the Assessment Coordination Department shall update the valuation tables for assessing lands qualifying as agricultural land, pasture land, and timber land in time for counties to use the updated tables when they finish their countywide appraisals.

(B) Beginning January 1, 2008, when there is a countywide reappraisal, a county shall assess agricultural land, pasture land, and timber land based upon the updated land values in the valuation tables issued for the assessment year.

(3)(A) Effective for assessment years beginning January 1, 2008, the Assessment Coordination Department by rule shall develop appropriate formulas reflecting the productivity valuation of the land based upon income capability attributable to agricultural land, pasture land, and timber land soils.

(B) Beginning January 1, 2008, and every year thereafter, the Assessment Coordination Department shall develop and calculate capitalization rates by using appropriate long-term federal security rates, risk rates, management rates, and other appropriate financial rates.

(C) However, the capitalization rate developed under subdivision (f) (3) (B) of this section shall not be less than eight percent (8%) nor more than twelve percent (12%).

(4) By October 15 of each year, the Assessment Coordination Department shall report to the Legislative Council any changes to any part of the formula used to determine the value or the capitalization rate.

Soils

The Assessment Coordination Division utilizes the NRCS Soil Survey for each county in the state of Arkansas in its valuation process and for its soil classification. The Soil Survey contains the Land Capability Classification System. This system measures the limitations of soils using eight classes with subclasses. The soil groupings are based on the NRCS Class I being the least limited and VIII being the most restrictive. The sub class describes the type of limitation be it W-water, E-erosion, and S-shallow or unstable soils. NRCS has published a soil survey for each county in Arkansas. These are available online at <http://websoilsurvey.sc.egov.usda.gov/App/HomePage.htm>

Within these surveys each soil is described and is designated a capability class, and a subclass. The survey also provides productivity rates for crop soils and pasture soils. It also provides growth indices for timber soils . The NRCS also produces a soil map for each county which is utilized in the valuation process.

Below is a brief summary of each of the Land Capability Classification System groupings. Please see the Web Soil Survey for a complete description.

ACD Numbers and NRCS LCC Interpretations (The ACD numbers are provided for easy conversion of the LCC scientific classification nomenclature.)

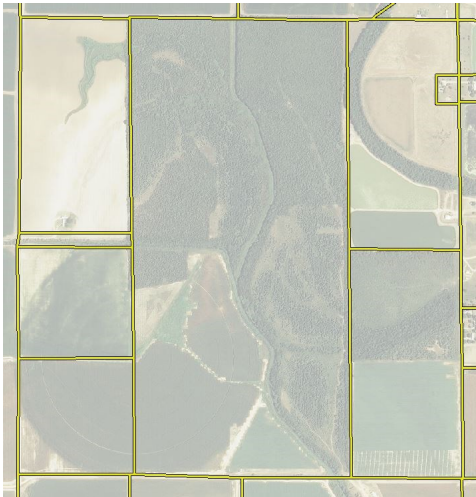
| ACD# | LAND CAPABILITY CLASSIFICATION |
|------|--|
| 1 | I- Soils have few limitations that restrict use. |
| 2 | IIw - Soils have moderate water limitations that reduce the choice of plants or require moderate conservation practices. |
| 3 | III _s - Soils are very shallow and suffer from severe limitations that reduce the choice of plants or that require special conservation practices, or both. |
| 4 | IIIw- Soils have severe water limitations that reduce the choice of plants or that require special conservation practices, or both. |
| 5 | II _s - Soils are shallow and have moderate limitations that reduce the choice of plants or require moderate conservation practices. |
| 6 | IV _s - Soils are shallow and have severe limitations that reduce the choice of plants or that require careful management, or both. |
| 7 | IVw- Soils have severe water limitations that reduce the choice of plants or that require very careful management, or both. |
| 8 | Vw - Soils are not likely to erode, but have water limitations, impractical to remove and limits the use. |
| 9 | VI _s - Soils have severe shallow limitations that make them generally unsuitable for cultivation. |
| 10 | VIw- Soils have severe water limitations that make them generally unsuitable for cultivation. |
| 11 | VII _s - Soils are shallow and have very severe limitations that make them unsuitable for cultivation. |
| 12 | II _e - Soils have moderate limitations to erosion that reduces the choice of plants or that require moderate conservation practices. |
| 13 | III _e - Soils have severe limitations to erosion that reduces the choice of plants or that require special conservation practices, or both. |
| 14 | IV _e - Soils have very severe limitations to erosion that reduces the choice of plants or that require very careful management, or both. |
| 15 | VI _e - Soils have very severe limitations to erosion that make them generally unsuitable for cultivation. |
| 16 | VII _e - Soils have very severe limitations to erosion that make them unsuitable for cultivation. |
| 17 | VIII- (ROCK OUTCROPS ECT) - Soils and miscellaneous areas that have limitations that nearly preclude their use for commercial crop production. |
| 18 | NO CLASS OR MISC. LAND |

LETTERS INDICATE LIMITATIONS (PROBLEMS) ASSOCIATED WITH THOSE SOILS.

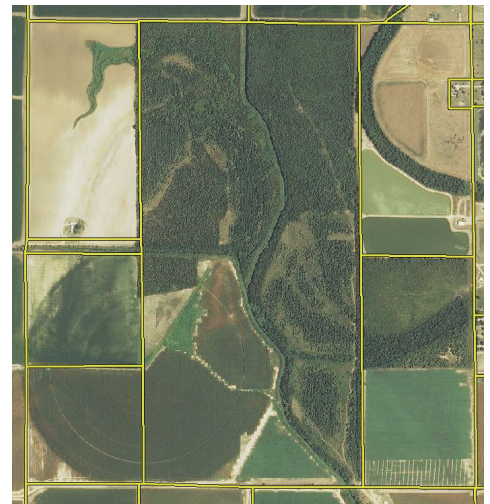
w = WATER PROBLEMS (flooding), e = EROSION PROBLEMS, s = SHALLOW SOILS (limited root zone, or stony soils)

Determining Use

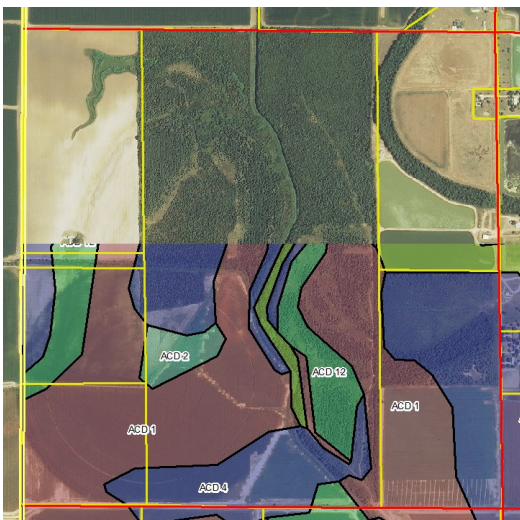
The county or its contractor uses many tools in its valuation process. First it determines the use of the property by identifying and visiting the property. A visual inspection helps determine whether it is crop, pasture, timber or as in many cases a mix of these uses. Sometimes aerial photography and/ or satellite imagery is used for difficult or unusual terrain.



Identifying the property



Determining Use



Applying the soil map to the property to calculate the acreage of each soil by each use on each piece of property

An example of a 40 acre parcel.

| Acres | ACD# | Use |
|-------|------|---------|
| 20 | 4 | Pasture |
| 10 | 6 | Timber |
| 5 | 6 | Pasture |
| 5 | 11 | Timber |

Valuation

According to code 26-26-407 there is a land value developed for each land capability class. In some cases values have been filled into some classes where there has been agricultural activity but productivity data is non-documented. Arkansas Code 26-26-407 clearly indicates that the use valuation of land should be used for agricultural lands. This method is otherwise known as the income approach to value. The basic formula for this is:

$$\text{Income} - \text{Cost} = \text{Net Income} / \text{Capitalization Rate} = \text{Land Value}$$

Each of our categories, Crop, Pasture, and Timber are calculated using their own representative productive output. Crop uses soybeans which can be grown in all four agricultural regions as its base. Pasture uses a mixture of warm and cool season grasses that are traditionally grown for grazing in all four regions as its base. Timber uses a mixture of pine and hardwoods as its base. Each soil has a bushel, AUM (animal unit per month), or a board foot per year productive capability.

In determining values we use ten year rolling averages of crop prices, rental rates, costs, stumpage pricing, and financial securities to help level out large swings that could be the result of a single year of high or low numbers due to outside influences. All values are calculated with a one year delay due to the need for data that is calculated by various federal agencies and industry resources that is not released until the third quarter of each year. This means that the 2019 values are based on data that was captured through the end of 2017, compiled and then published in the third quarter of 2018, applied to our formulas in 2018 and released for use in the reappraisal cycles ending in 2019.

The capitalization rate, or cap rate, is the rate at which you discount future income to determine its present value. Another way of looking at it is the capitalization rate expresses what percentage rate a property's net operating income is to its value.

Valuation—Crop

Crop Income is based on a ten year market price average for soybeans which for this report was \$10.95. This amount is multiplied by the NRCS average bushel per acre of soybeans for each soil type. To adjust for operating costs a 25/75 rental rate split is assumed with the 25 percent applied as net income. It is then divided by the capitalization rate. Below is an example of the formula. (Note: There are 18 soil classes for each use)

| SOIL CLASS | AVERAGE SOYBEAN BUSHEL PER ACRE | 10 YEAR AVERAGE OF PRICES RECEIVED BY FARMERS | SUM | 75/25 SPLIT | CAPITALIZATION RATE | ROUNDED TO THE NEAREST \$5 |
|------------|---------------------------------|---|----------|-------------|---------------------|----------------------------|
| | | | | | 8.96% | |
| ACD 1 | 39 | \$10.95 | \$427.05 | \$106.76 | \$1,191.55 | \$1,190 |
| ACD 2 | 35 | \$10.95 | \$383.25 | \$95.81 | \$1,069.34 | \$1,070 |
| ACD 3 | 18 | \$10.95 | \$197.10 | \$49.28 | \$549.94 | \$550 |

Valuation—Pasture

Pasture Income is based on AUM. Animal Unit Months are a measure of forage productivity in the soil surveys. The value of one animal unit month was developed by taking the state average AUM of 6.5 and dividing it by the 10 yr. Pasture Rent Average \$17.85. This leads to a \$2.82 per AUM value statewide which is the equivalent of the per bushel price for soybeans. The average AUM for each soil class is multiplied by price per AUM and then divided by the capitalization rate. Below is an example of the formula. (Note: There are 18 soil classes for each use)

| | AUM | AVG \$ PER AUM | TOTAL | CAPITAL- IZATION RATE | ROUNDED TO NEAREST \$5 |
|-------|-----|----------------|---------|--------------------------|---------------------------|
| | | | | 8.00% | |
| ACD 1 | 9.9 | \$2.82 | \$27.92 | \$348.98 | \$350 |
| ACD 2 | 8.4 | \$2.82 | \$23.69 | \$296.10 | \$295 |
| ACD 3 | 5.2 | \$2.82 | \$14.66 | \$183.30 | \$185 |

Valuation—Timber

Because of the thirty to forty year growth cycle of marketable timber and the variable growth volumes for each year a discount cash flow model was used to best represent the use value. This model takes into consideration the startup capital for tree planting, herbicidal and fire treatments, as well as income produced through various thinning's of the growth cycle. This results in culmination of information brought back to the present worth of the site.

The timber productivity of each soil is measured by the soils indicator species and site index, as assigned by The Natural Resource and Conservation Service (NRCS). Utilizing the indicator species and the site index as the determining factor for productivity, a discount cash flow determines value for:

Soils with a Site index greater than 90 is Very Productive = Pine High Site

Soils with a Site index of 89 to 70 is Productive = Medium Pine Site

Soils with a Site index of 69 to 50 is Marginal = Low Pine Site

Soils with a Site index 49 and below is Unproductive = Min. Land Value

All Hardwood lands = Hardwood Site Value

The basic formula for Timber is:

$$\begin{array}{ccccccc} \text{State average} & \times & \text{Harvest vol-} & = & \text{Income from} & - & \text{Expenses from} & / & \text{Capitalization} & = & \text{Value} \\ \text{prices on board} & & \text{umes by soil} & & \text{thinning and} & & \text{planting thin-} & & \text{rate} & & \\ \text{and pulp} & & \text{type and spe-} & & \text{final harvests} & & \text{ning etc.} & & & & \\ & & \text{cies and board} & & & & & & & & \\ & & \text{and or pulp} & & & & & & & & \end{array}$$

The soils value is then determined by multiplying total acres to determine total value and then calculating a weighted value by soil type for each region. For information regarding the discount cash flow formula for timber land please contact the Assessment Coordination Division, <http://www.arkansas.gov/acd>.

Please remember that the total values presented are then multiplied by the Assessment Rate (20%) as prescribed by law for all property in the state. That determines its Assessed Value. It then needs to be multiplied by your local millage rate to determine a tax amount. Please contact your local county Assessor for more information on this.

FAQ's

Fire Protection Tax

There is levied on all timberlands in this state an annual tax of twenty cents (20¢) per acre to be collected in the manner provided in under Arkansas Code 26-61-103 for deposit into the State Treasury for credit to the State Forestry Fund as special revenues to be used for the maintenance, operation, and improvement of the Arkansas Forestry Commission in its statewide program for the detection, prevention, and suppression of forest fires.

If a taxpayer's agricultural land, pasture land or timber land goes up in value as a result of a reappraisal are his taxes based upon 20% of the total value of such property, including the increase?

No, such land, by Amd. 79 definition, could not qualify as homestead property, and therefore any increase in assessed value is limited (capped) to not increase annually more than ten percent (10%) of the assessed value of the property for the previous year, but it shall increase by an additional ten percent (10%) each year until it reaches that full assessed value, Ark. Constitution Amd. 79 Sec. 1(b)(1). This provision does not apply with a change in ownership, newly discovered real property, new construction, or substantial improvement to real property, Ark. Constitution Amd. 79 Sec. 1(b)(2).

Does the assessed value of a taxpayers agricultural land, pasture land or timber land cease to increase (freeze) over and above the amount it was immediately before he purchased the property or became disabled or sixty-five (65) years of age?

No, by Amd. 79 definition, agricultural land, pasture land or timber land is not homestead property and therefore the freeze does not apply, Ark. Constitution Amd. 79 Sec. 1(d)(1)(A).

How do we value WRP – CRP lands?

WRP, CRP, and any other agricultural land in conservation programs are classified as agricultural land for property tax purposes and receive no other consideration in value.

What jurisdiction do the BOE and the county court have to hear appeals of taxpayers who disagree with the county assessor as to the assessment on their agricultural land, pasture land, or timber land?

A.C.A 26-27-317 Application for adjustment. (3) The County Equalization does not have jurisdiction over and may not accept or consider a petition or letter under subdivision (a)(1) of this section for the adjustment of the: (B) Valuation of agricultural land. Pasture land, or timberland derived by the guidelines and methods set forth by the Assessment Coordination Department under 26-26-407.

The BOE may reclassify use upon proof of change in use of the land or upon proof that the land is not eligible for classification under this section.

Neither the BOE nor the county court may change the value of such land because the value is established by the ACD, ACA 16-26-407. In almost all cases any dispute over use can be resolved by contacting your county Assessor.

DELTA

CROP

| | AVERAGE SOYBEAN BUSHEL PER ACRE | 10 YEAR AVERAGE OF PRICES RECEIVED BY FARMERS | SUM | 75/25 SPLIT | CAPITALI- ZATION RATE 8.84% | ROUNDED TO THE NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|--|---|----------|-------------|-----------------------------------|----------------------------------|--|-------------|--------|
| ACD 1 | 39 | \$10.89 | \$424.71 | \$106.18 | \$1,201.10 | \$1,200 | \$1,190 | \$10 | 1% |
| ACD 2 | 35 | \$10.89 | \$381.15 | \$95.29 | \$1,077.91 | \$1,080 | \$1,070 | \$10 | 1% |
| ACD 3 | 18 | \$10.89 | \$196.02 | \$49.01 | \$554.36 | \$555 | \$550 | \$5 | 1% |
| ACD 4 | 32 | \$10.89 | \$348.48 | \$87.12 | \$985.52 | \$985 | \$980 | \$5 | 1% |
| ACD 5 | 30 | \$10.89 | \$326.70 | \$81.68 | \$923.93 | \$925 | \$915 | \$10 | 1% |
| ACD 6 | 14 | \$10.89 | \$152.46 | \$38.12 | \$431.17 | \$430 | \$430 | \$0 | 0% |
| ACD 7 | 29 | \$10.89 | \$315.81 | \$78.95 | \$893.13 | \$895 | \$885 | \$10 | 1% |
| ACD 8 | 29 | \$10.89 | \$315.81 | \$78.95 | \$893.13 | \$895 | \$885 | \$10 | 1% |
| ACD 9 | 14 | \$10.89 | \$152.46 | \$38.12 | \$431.17 | \$430 | \$430 | \$0 | 0% |
| ACD 10 | 29 | \$10.89 | \$315.81 | \$78.95 | \$893.13 | \$895 | \$885 | \$10 | 1% |
| ACD 11 | 14 | \$10.89 | \$152.46 | \$38.12 | \$431.17 | \$430 | \$430 | \$0 | 0% |
| ACD 12 | 31 | \$10.89 | \$337.59 | \$84.40 | \$954.72 | \$955 | \$945 | \$10 | 1% |
| ACD 13 | 24 | \$10.89 | \$261.36 | \$65.34 | \$739.14 | \$740 | \$735 | \$5 | 1% |
| ACD 14 | 22 | \$10.89 | \$239.58 | \$59.90 | \$677.55 | \$680 | \$670 | \$10 | 1% |
| ACD 15 | | | | | | \$325 | \$325 | \$0 | 0% |
| ACD 16 | | | | | | \$265 | \$265 | \$0 | 0% |
| ACD 17 | | | | | | \$190 | \$190 | \$0 | 0% |
| ACD 18 | | | | | | \$125 | \$125 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
USDA - ARKANSAS AGRICULTURAL STATISTICS

DELTA

PASTURE

| | AUM | AVG \$ PER AUM | TOTAL | CAPITAL- IZATION RATE 8.00% | ROUNDED TO NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|-----|-------------------|---------|-----------------------------------|---------------------------|--|-------------|--------|
| ACD 1 | 9.9 | \$2.78 | \$27.52 | \$344.03 | \$345 | \$350 | -\$5 | -1% |
| ACD 2 | 8.4 | \$2.78 | \$23.35 | \$291.90 | \$290 | \$295 | -\$5 | -2% |
| ACD 3 | 5.2 | \$2.78 | \$14.46 | \$180.70 | \$180 | \$185 | -\$5 | -3% |
| ACD 4 | 7.4 | \$2.78 | \$20.57 | \$257.15 | \$255 | \$260 | -\$5 | -2% |
| ACD 5 | 7.1 | \$2.78 | \$19.74 | \$246.73 | \$245 | \$250 | -\$5 | -2% |
| ACD 6 | 4.1 | \$2.78 | \$11.40 | \$142.48 | \$140 | \$145 | -\$5 | -3% |
| ACD 7 | 6.7 | \$2.78 | \$18.63 | \$232.83 | \$235 | \$235 | \$0 | 0% |
| ACD 8 | 5.5 | \$2.78 | \$15.29 | \$191.13 | \$190 | \$195 | -\$5 | -3% |
| ACD 9 | 4 | \$2.78 | \$11.12 | \$139.00 | \$140 | \$140 | \$0 | 0% |
| ACD 10 | 5.5 | \$2.78 | \$15.29 | \$191.13 | \$190 | \$195 | -\$5 | -3% |
| ACD 11 | 3.5 | \$2.78 | \$9.73 | \$121.63 | \$120 | \$125 | -\$5 | -4% |
| ACD 12 | 8.8 | \$2.78 | \$24.46 | \$305.80 | \$305 | \$310 | -\$5 | -2% |
| ACD 13 | 7.7 | \$2.78 | \$21.41 | \$267.58 | \$270 | \$270 | \$0 | 0% |
| ACD 14 | 6.2 | \$2.78 | \$17.24 | \$215.45 | \$215 | \$220 | -\$5 | -2% |
| ACD 15 | 4.7 | \$2.78 | \$13.07 | \$163.33 | \$165 | \$165 | \$0 | 0% |
| ACD 16 | 4.7 | \$2.78 | \$13.07 | \$163.33 | \$165 | \$165 | \$0 | 0% |
| ACD 17 | 4.7 | \$2.78 | \$13.07 | \$163.33 | \$165 | \$165 | \$0 | 0% |
| ACD 18 | | | | | \$75 | \$75 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
USDA - ARKANSAS AGRICULTURAL STATISTICS

DELTA PINEHIGH SITE

Estimated Timberland Value for Timber Production in Arkansas (High-Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 30 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | | |
|--------------------------------|-----------------|----------------|----------------------------|-------------------------|--------------------------------|---|-----------------|------------------------------|--|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> | |
| 0 | Prep./Plant | \$ 188 | No | \$0 | \$188 | \$0 | \$1,889 | \$2,077 | |
| 3 | Spray | \$ 56 | Yes | \$20 | \$36 | \$150 | \$279 | \$145 | |
| 8 | PCT | \$ 131 | Yes | \$46 | \$85 | \$221 | \$410 | \$229 | |
| 18 | Fert. | \$ 79 | Yes | \$28 | \$51 | \$44 | \$83 | \$62 | |
| 26 | Fert. | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Subtotal: | | \$454 | - | \$93 | \$361 | \$415 | \$2,660 | \$2,513 | |
| Annual Expenses: | | | | | | | | | |
| Adminstration/management.: | | \$10 | Yes | \$4 | \$7 | \$32 | \$60 | \$31 | |
| Subtotal (30 yrs.): | | \$300 | " | \$105 | \$195 | \$334 | \$619 | \$376 | |
| Total: | | \$754 | - | \$198 | \$556 | \$749 | \$3,280 | \$2,889 | |

**Interest rate used in computations is:

8.00%

95

Step. 2 - Revenues and Federal and State Tax Treatment

| Stand Age | Harvest Volume | Stumpage Price | Harvest Revenue | State and Federal Tax Payments: | | | Net Income After Tax | Accrued Interest on Net | Total Income |
|--------------|-------------------|-------------------|--------------------|----------------------------------|--------------------------|---|-------------------------|----------------------------|-----------------|
| | | | | Arkansas State Income Tax@ 7% | Fed. Income Tax @ 35% | | | | |
| | | | | | 95 | | | | |
| 16 | 9.21 | \$ 21 | \$196 | (\$14) | - | | \$182 | - | - |
| | (Cords) | | | | (\$69) | 1 | \$114 | \$235 | \$348 |
| 23 | 3.78 | \$ 246 | \$929 | (\$65) | - | | \$864 | - | - |
| | (MBF Doyle) | | | | (\$325) | 1 | \$539 | \$405 | \$943 |
| 30 | 16.45 | \$ 246 | \$4,040 | (\$283) | - | | \$3,757 | - | - |
| | (MBF Doyle) | | | | (\$1,255) | 1 | \$2,502 | \$0 | \$2,502 |
| Total: | | - | \$5,165 | (\$362) | (\$1,649) | | \$2,616 | \$639 | \$3,794 |

¹ Less Site Prep/Plant Expense and adjusted for fed. tax deduction.

DELTA PINEHIGHSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|-------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$3,794 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$2,889) |
| 3. Net income before property tax: | \$905 |
| 4. Present value of net income before property tax: | \$90 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$0.83) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.54) |
| Total property tax payments per harvest cycle: | (\$16) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$52 |
| 6. Land value after property tax (adj. for income tax deduction): | \$83 |

Step 4 - Tax Burden on High Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$25 | - | \$16 | \$52 | \$68 |
| Subtotal: | | \$25 | - | \$16 | \$52 | \$68 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$362 | - | \$235 | - | \$235 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$1,649 | \$1,649 | - | \$1,649 |
| Subtotal: | | \$362 | \$1,649 | \$1,884 | - | \$1,884 |
| Totals: | | \$387 | \$1,649 | \$1,900 | \$52 | \$1,952 |
| Tax burden as percent of gross revenues: | | 7.5% | 31.9% | 36.8% | 1.0% | 37.8% |

Estimated Timberland Value for Timber Production in Arkansas (Medium-Site Pine)**Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 32 Years):**

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 19 | Fert. | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 26 | Fert. | - | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$8 | Yes | \$3 | \$5 | \$31 | \$57 | \$29 |
| Subtotal (32 yrs.): | | \$256 | " | \$90 | \$166 | \$328 | \$609 | \$358 |
| Total: | | \$256 | - | \$90 | \$166 | \$328 | \$609 | \$358 |

**Interest rate used in computations is:

8.00%

95

Step. 2 - Revenues and Federal and State Tax Treatment

| Step 2 - Revenues and Federal and State Tax Treatment | | | | | | | | | |
|---|-------------------|-------------------|--------------------|----------------------------------|--------------------------|-------------------------|----------------------------|-----------------|--|
| Stand Age | Harvest Volume | Stumpage Price | Harvest Revenue | State and Federal Tax Payments: | | Net Income After Tax | Accrued Interest on Net | Total Income | |
| | | | | Arkansas State Income Tax@ 7% | Fed. Income Tax @ 35% | | | | |
| | | | | | 95 | | | | |
| 18 | 8.03 | \$21.28 | \$171 | (\$12) | - | \$159 | - | - | |
| | (Cords) | | | | (\$60) | \$99 | \$205 | \$304 | |
| 32 | 13.59 | \$246 | \$3,338 | (\$234) | - | \$3,104 | - | - | |
| | (MBF Doyle) | | | | (\$1,168) | \$1,936 | \$0 | \$1,936 | |
| Total: | | - | \$3,509 | (\$246) | (\$1,228) | \$2,035 | \$205 | \$2,240 | |

¹ Less Site Prep/Plant Expense and adjusted for fed. tax deduction.

DELTA PINEMEDSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$2,240 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$358) |
| 3. Net income before property tax: | \$1,881 |
| 4. Present value of net income before property tax: | \$158 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.46) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.95) |
| Total property tax payments per harvest cycle: | (\$30) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$111 |
| 6. Land value after property tax (adj. for income tax deduction): | \$146 |

Step 4 - Tax Burden on Medium Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$47 | - | \$30 | \$111 | \$141 |
| Subtotal: | | \$47 | - | \$30 | \$111 | \$141 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$246 | - | \$160 | - | \$160 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$1,228 | \$1,228 | - | \$1,228 |
| Subtotal: | | \$246 | \$1,228 | \$1,388 | - | \$1,388 |
| Totals: | | \$292 | \$1,228 | \$1,418 | \$111 | \$1,529 |
| Tax burden as percent of gross revenues: | | 8.3% | 35.0% | 40.4% | 3.2% | 43.6% |

DELTA PINELOWSITE

Estimated Timberland Value for Timber Production in Arkansas (Low Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 34 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 19 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (34 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |

**Interest rate used in computations is:

8.00%

95

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | |
| | | \$21 | \$0 | \$0 | - | \$0 | - | - |
| | (Cords) | | | | \$0 | \$0 | \$0 | \$0 |
| 34 | 11.16 | \$246 | \$2,740 | (\$192) | | \$2,549 | - | - |
| | (MBF Doyle) | | | | (\$959) | \$1,589 | \$0 | \$1,589 |
| Total: | | - | \$2,740 | (\$192) | (\$959) | \$1,589 | \$0 | \$1,589 |

DELTA PINELOWSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,589 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,589 |
| 4. Present value of net income before property tax: | \$112 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.04) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.67) |
| Total property tax payments per harvest cycle: | (\$23) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$97 |
| 6. Land value after property tax (adj. for income tax deduction): | \$104 |

Step 4 - Tax Burden on Low Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$35 | - | \$23 | \$97 | \$119 |
| Subtotal: | | \$35 | - | \$23 | \$97 | \$119 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$192 | - | \$125 | - | \$125 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$959 | \$959 | - | \$959 |
| Subtotal: | | \$192 | \$959 | \$1,084 | - | \$1,084 |
| Totals: | | \$227 | \$959 | \$1,107 | \$97 | \$1,203 |
| Tax burden as percent of gross revenues: | | 8.3% | 35.0% | 40.4% | 3.5% | 43.9% |

DELTA HARDWOOD

Estimated Timberland Value for Timber Production in Arkansas (MIXED HARDWOOD)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 40 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 17 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (40 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |

**Interest rate used in computations is:

8.00%

95

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | |
| 40 | 3.42 | \$ 34 | \$116 | (\$8) | - | \$108 | - | - |
| | (Cords) | | | | (\$41) | \$67 | \$0 | \$67 |
| 40 | 9.78 | \$ 314 | \$3,072 | (\$215) | - | \$2,857 | - | - |
| | (MBF Doyle) | | | | (\$1,075) | \$1,782 | \$0 | \$1,782 |
| Total: | | - | \$3,188 | (\$223) | (\$1,116) | \$1,849 | \$0 | \$1,849 |

DELTA HARDWOOD

Step 3 - Estimated Timberland Value per Acre

| | |
|--|-------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,849 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,849 |
| 4. Present value of net income before property tax: | \$79 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$0.73) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.47) |
| Total property tax payments per harvest cycle: | (\$19) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$120 |
| 6. Land value after property tax (adj. for income tax deduction): | \$73 |

Step 4 - Tax Burden on MIXED HARDWOOD Site Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$29 | - | \$19 | \$120 | \$139 |
| Subtotal: | | \$29 | - | \$19 | \$120 | \$139 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$223 | - | \$145 | - | \$145 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$1,116 | \$1,116 | - | \$1,116 |
| Subtotal: | | \$223 | \$1,116 | \$1,261 | - | \$1,261 |
| Totals: | | \$252 | \$1,116 | \$1,280 | \$120 | \$1,400 |
| Tax burden as percent of gross revenues: | | 7.9% | 35.0% | 40.1% | 3.8% | 43.9% |

DCF's Harvest Volume by Region

Delta Region:

| DCF Classification | Type of Harvest | Age @ Harvest | Species | Product Classific. | Yield/yr | Units | Total Vol. @ Harvest | Percent Harvested | Harvest Volume |
|--------------------|-----------------|---------------|---------|--------------------|----------|---------|----------------------|-------------------|----------------|
| Marginal Pine Site | Final Hvst | 34 | Pine | Sawtimber | 1.15 | cds | 39.1 | 100.0% | 11.16 |
| Medium Pine Site | C. Thinning | 18 | Pine | Pulpwood | 1.49 | cds | 26.8 | 30.0% | 8.03 |
| Medium Pine Site | Final Hvst | 32 | Pine | Sawtimber | 1.49 | cds | 47.6 | 100.0% | 13.59 |
| High Pine Site | C. Thinning | 16 | Pine | Pulpwood | 1.92 | cds | 30.7 | 30.0% | 9.21 |
| High Pine Site | C. Thinning | 23 | Pine | Sawtimber | 1.92 | cds | 44.1 | 30.0% | 3.78 |
| High Pine Site | Final Hvst | 30 | Pine | Sawtimber | 1.92 | cds | 57.6 | 100.0% | 16.45 |
| Hardwood Land | Final Harvest | 40 | HDWD | Sawtimber | 244.44 | bd. ft. | 9.8 | 100.0% | 9.78 |
| Hardwood Land | Final Harvest | 40 | HDWD | Pulpwood | 0.09 | cds | 3.4 | 100.0% | 3.42 |

DELTA REGION TIMBER:

Cap Rate= 8.00%

| ACD# | Previous Value/Acre | Current Value/Acre | Var/Ac |
|------|------------------------|-----------------------|--------|
| 1 | \$70 | \$75 | 7% |
| 2 | \$90 | \$85 | -6% |
| 3 | \$85 | \$85 | 0% |
| 4 | \$95 | \$95 | 0% |
| 5 | \$70 | \$75 | 7% |
| 6 | \$100 | \$95 | -5% |
| 7 | \$75 | \$80 | 7% |
| 8 | \$85 | \$85 | 0% |
| 9 | \$105 | \$105 | 0% |
| 10 | \$100 | \$95 | -5% |
| 11 | \$115 | \$110 | -4% |
| 12 | \$115 | \$110 | -4% |
| 13 | \$135 | \$130 | -4% |
| 14 | \$135 | \$125 | -7% |
| 15 | \$130 | \$120 | -8% |
| 16 | \$120 | \$105 | -13% |
| 17 | \$100 | \$95 | -5% |
| 18 | \$65 | \$65 | 0% |
| | | | -2% |

OUACHITA

CROP

| | AVERAGE SOYBEAN BUSHEL PER ACRE | 10 YEAR AVG OF PRICES RECEIVED BY FARMERS | SUM | 75/25 SPLIT | CAPITALI- ZATION RATE | ROUNDED TO THE NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|--|--|----------|-------------|--------------------------|----------------------------------|--|-------------|--------|
| | | | | | 8.84% | | | | |
| ACD 1 | 39 | \$10.89 | \$424.71 | \$106.18 | \$1,201.10 | \$1,200 | \$1,190 | \$10 | 1% |
| ACD 2 | 31 | \$10.89 | \$337.59 | \$84.40 | \$954.72 | \$955 | \$945 | \$10 | 1% |
| ACD 3 | 18 | \$10.89 | \$196.02 | \$49.01 | \$554.36 | \$555 | \$550 | \$5 | 1% |
| ACD 4 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 5 | 18 | \$10.89 | \$196.02 | \$49.01 | \$554.36 | \$555 | \$550 | \$5 | 1% |
| ACD 6 | 18 | \$10.89 | \$196.02 | \$49.01 | \$554.36 | \$555 | \$550 | \$5 | 1% |
| ACD 7 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 8 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 9 | 18 | \$10.89 | \$196.02 | \$49.01 | \$554.36 | \$555 | \$550 | \$5 | 1% |
| ACD 10 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 11 | 15 | \$10.89 | \$163.35 | \$40.84 | \$461.96 | \$460 | \$460 | \$0 | 0% |
| ACD 12 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 13 | 20 | \$10.89 | \$217.80 | \$54.45 | \$615.95 | \$615 | \$610 | \$5 | 1% |
| ACD 14 | 20 | \$10.89 | \$217.80 | \$54.45 | \$615.95 | \$615 | \$610 | \$5 | 1% |
| ACD 15 | | | | | | \$345 | \$345 | \$0 | 0% |
| ACD 16 | | | | | | \$270 | \$270 | \$0 | 0% |
| ACD 17 | | | | | | \$210 | \$210 | \$0 | 0% |
| ACD 18 | | | | | | \$125 | \$125 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
USDA - ARKANSAS AGRICULTURAL STATISTICS

ASSESSMENT COORDINATION DIVISION

OUACHITA

PASTURE

| | AUM | AVG \$ PER AUM | TOTAL | CAPITAL- IZATION RATE | ROUNDED TO NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|-----|-------------------|---------|-----------------------------|---------------------------|--|-------------|--------|
| | | | | 8.00% | | | | |
| ACD 1 | 8.4 | \$2.78 | \$23.35 | \$291.90 | \$290 | \$295 | -\$5 | -2% |
| ACD 2 | 7.7 | \$2.78 | \$21.41 | \$267.58 | \$270 | \$270 | \$0 | 0% |
| ACD 3 | 5.1 | \$2.78 | \$14.18 | \$177.23 | \$175 | \$180 | -\$5 | -3% |
| ACD 4 | 6.3 | \$2.78 | \$17.51 | \$218.93 | \$220 | \$220 | \$0 | 0% |
| ACD 5 | 5.1 | \$2.78 | \$14.18 | \$177.23 | \$175 | \$180 | -\$5 | -3% |
| ACD 6 | 4.2 | \$2.78 | \$11.68 | \$145.95 | \$145 | \$150 | -\$5 | -3% |
| ACD 7 | 6.7 | \$2.78 | \$18.63 | \$232.83 | \$235 | \$235 | \$0 | 0% |
| ACD 8 | 6.1 | \$2.78 | \$16.96 | \$211.98 | \$210 | \$215 | -\$5 | -2% |
| ACD 9 | 3.9 | \$2.78 | \$10.84 | \$135.53 | \$135 | \$135 | \$0 | 0% |
| ACD 10 | 6.7 | \$2.78 | \$18.63 | \$232.83 | \$235 | \$235 | \$0 | 0% |
| ACD 11 | 4.2 | \$2.78 | \$11.68 | \$145.95 | \$145 | \$150 | -\$5 | -3% |
| ACD 12 | 6.9 | \$2.78 | \$19.18 | \$239.78 | \$240 | \$245 | -\$5 | -2% |
| ACD 13 | 6.4 | \$2.78 | \$17.79 | \$222.40 | \$220 | \$225 | -\$5 | -2% |
| ACD 14 | 5.1 | \$2.78 | \$14.18 | \$177.23 | \$175 | \$180 | -\$5 | -3% |
| ACD 15 | 4.2 | \$2.78 | \$11.68 | \$145.95 | \$145 | \$150 | -\$5 | -3% |
| ACD 16 | 4.2 | \$2.78 | \$11.68 | \$145.95 | \$145 | \$150 | -\$5 | -3% |
| ACD 17 | 4.2 | \$2.78 | \$11.68 | \$145.95 | \$145 | \$150 | -\$5 | -3% |
| ACD 18 | | | | | \$75 | \$75 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
USDA - ARKANSAS AGRICULTURAL STATISTICS

ASSESSMENT COORDINATION DIVISION

OUACHITA PINEHIGHSITE

Estimated Timberland Value for Timber Production in Arkansas (High-Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 30 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | | |
|--|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|--|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> | |
| 0 | Prep./Plant | \$188 | No | \$0 | \$188 | \$0 | \$1,889 | \$2,077 | |
| 3 | Spray | \$56 | Yes | \$20 | \$36 | \$150 | \$279 | \$145 | |
| 8 | PCT | \$131 | Yes | \$46 | \$85 | \$221 | \$410 | \$229 | |
| 18 | Fert. | \$79 | Yes | \$28 | \$51 | \$44 | \$83 | \$62 | |
| 26 | Fert. | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Subtotal: | | \$454 | - | \$93 | \$361 | \$415 | \$2,660 | \$2,513 | |
| Annual Expenses: | | | | | | | | | |
| Adminstration/management.: | | \$10 | Yes | \$4 | \$7 | \$32 | \$60 | \$31 | |
| Subtotal (30 yrs.): | | \$300 | " | \$105 | \$195 | \$334 | \$619 | \$376 | |
| Total: | | \$754 | - | \$198 | \$556 | \$749 | \$3,280 | \$2,889 | |
| **Interest rate used in computations is: | | | 8.0% | | | | | | |

Step. 2 - Revenues and Federal and State Tax Treatment

| Stand Age | Harvest Volume | Stumpage Price | Harvest Revenue | State and Federal Tax Payments: | | | Net Income After Tax | Accrued Interest on Net | Total Income |
|--------------|-------------------|-------------------|--------------------|----------------------------------|--------------------------|---|-------------------------|----------------------------|-----------------|
| | | | | Arkansas State Income Tax@ 7% | Fed. Income Tax @ 35% | | | | |
| 16 | 9.21 | \$ 23 | \$212 | (\$15) | - | | \$197 | - | - |
| | (Cords) | | | | (\$74) | 1 | \$123 | \$254 | \$377 |
| 23 | 3.78 | \$ 259 | \$980 | (\$69) | - | | \$912 | - | - |
| | (MBF Doyle) | | | | (\$343) | 1 | \$569 | \$427 | \$995 |
| 30 | 16.45 | \$ 259 | \$4,262 | (\$298) | - | | \$3,964 | - | - |
| | (MBF Doyle) | | | | (\$1,333) | 1 | \$2,631 | \$0 | \$2,631 |
| Total: | | - | \$5,454 | (\$382) | (\$1,750) | | \$2,754 | \$681 | \$4,003 |

¹ Less Site Prep/Plant Expense and adjusted for fed. tax deduction.

OUACHITA PINEHIGHSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$4,003 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$2,889) |
| 3. Net income before property tax: | \$1,114 |
| 4. Present value of net income before property tax: | \$111 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.03) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.67) |
| Total property tax payments per harvest cycle: | (\$20) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$64 |
| 6. Land value after property tax (adj. for income tax deduction): | \$103 |

Step 4 - Tax Burden on High Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$31 | - | \$20 | \$64 | \$84 |
| Subtotal: | | \$31 | - | \$20 | \$64 | \$84 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$382 | - | \$248 | - | \$248 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$1,750 | \$1,750 | - | \$1,750 |
| Subtotal: | | \$382 | \$1,750 | \$1,998 | - | \$1,998 |
| Totals: | | \$413 | \$1,750 | \$2,018 | \$64 | \$2,082 |
| Tax burden as percent of gross revenues: | | 7.6% | 32.1% | 37.0% | 1.2% | 38.2% |

OUACHITA PINEMEDSITE

Estimated Timberland Value for Timber Production in Arkansas (Medium-Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 32 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 19 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 26 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$8 | Yes | \$3 | \$5 | \$31 | \$57 | \$29 |
| Subtotal (32 yrs.): | | \$256 | " | \$90 | \$166 | \$328 | \$609 | \$358 |
| Total: | | \$256 | - | \$90 | \$166 | \$328 | \$609 | \$358 |
| **Interest rate used in computations is: | | | 8.0% | | | | | |

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|--------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | | |
| 18 | 8.03 | \$23.03 | \$185 | (\$13) | - | | \$172 | - | - |
| | (Cords) | | | | (\$65) | ¹ | \$107 | \$221 | \$329 |
| 32 | 13.59 | \$259.13 | \$3,522 | (\$247) | - | | \$3,275 | - | - |
| | (MBF Doyle) | | | | (\$1,233) | ¹ | \$2,043 | \$0 | \$2,043 |
| Total: | | - | \$3,707 | (\$259) | (\$1,297) | | \$2,150 | \$221 | \$2,371 |

¹ Less Site Prep/Plant Expense and adjusted for fed. tax deduction.

OUACHITA PINEMEDSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$2,371 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$358) |
| 3. Net income before property tax: | \$2,013 |
| 4. Present value of net income before property tax: | \$169 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.56) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$1.01) |
| Total property tax payments per harvest cycle: | (\$32) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$119 |
| 6. Land value after property tax (adj. for income tax deduction): | \$156 |

Step 4 - Tax Burden on Medium Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$50 | - | \$32 | \$119 | \$151 |
| Subtotal: | | \$50 | - | \$32 | \$119 | \$151 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$259 | - | \$169 | - | \$169 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$1,297 | \$1,297 | - | \$1,297 |
| Subtotal: | | \$259 | \$1,297 | \$1,466 | - | \$1,466 |
| Totals: | | \$309 | \$1,297 | \$1,498 | \$119 | \$1,617 |
| Tax burden as percent of gross revenues: | | 8.3% | 35.0% | 40.4% | 3.2% | 43.6% |

OUACHITA PINELOWSITE

Estimated Timberland Value for Timber Production in Arkansas (Low Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 34 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 19 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (34 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| **Interest rate used in computations is: | | | 8.0% | | | | | |

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | |
| | | \$23 | \$0 | \$0 | - | \$0 | - | - |
| | (Cords) | | | | \$0 | \$0 | \$0 | \$0 |
| 34 | 11.16 | \$259 | \$2,891 | (\$202) | | \$2,689 | - | - |
| | (MBF Doyle) | | | | (\$1,012) | \$1,677 | \$0 | \$1,677 |
| Total: | | - | \$2,891 | (\$202) | (\$1,012) | \$1,677 | \$0 | \$1,677 |

OUACHITA PINELOWSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,677 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,677 |
| 4. Present value of net income before property tax: | \$118 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.09) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.71) |
| Total property tax payments per harvest cycle: | (\$24) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$102 |
| 6. Land value after property tax (adj. for income tax deduction): | \$109 |

Step 4 - Tax Burden on Low Site Pine Forest Land

| | Total Tax Payments: | | Out-of-Pocket Expenses | | Total |
|---|---------------------|---------|------------------------|------------------|---------|
| | State | Federal | Taxes | Accrued Interest | |
| Cost-increasing: | | | | | |
| Property taxes on land: | \$37 | - | \$24 | \$102 | \$126 |
| Subtotal: | \$37 | - | \$24 | \$102 | \$126 |
| Revenue-reducing: | | | | | |
| Arkansas State Income Tax on harvest revenue @ 7.0% | \$202 | - | \$132 | - | \$132 |
| Federal Income Tax on harvest revenue @ 35.0% | - | \$1,012 | \$1,012 | - | \$1,012 |
| Subtotal: | \$202 | \$1,012 | \$1,144 | - | \$1,144 |
| Totals: | \$240 | \$1,012 | \$1,168 | \$102 | \$1,270 |
| Tax burden as percent of gross revenues: | 8.3% | 35.0% | 40.4% | 3.5% | 43.9% |

OUACHITA HARDWOOD

Estimated Timberland Value for Timber Production in Arkansas (MIXED HARDWOOD)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 40 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 17 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (40 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| **Interest rate used in computations is: | | | 8.00% | | | | | |

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | |
| 40 | 3.42 | \$ 42 | \$143 | (\$10) | - | \$133 | - | - |
| | (Cords) | | | | (\$50) | \$83 | \$0 | \$83 |
| 40 | 9.78 | \$ 336 | \$3,281 | (\$230) | - | \$3,052 | - | - |
| | (MBF Doyle) | | | | (\$1,148) | \$1,903 | \$0 | \$1,903 |
| Total: | | - | \$3,425 | (\$240) | (\$1,199) | \$1,986 | \$0 | \$1,986 |

OUACHITA HARDWOOD

Step 3 - Estimated Timberland Value per Acre

| | |
|--|-------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,986 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,986 |
| 4. Present value of net income before property tax: | \$84 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$0.78) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.51) |
| Total property tax payments per harvest cycle: | (\$20) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$129 |
| 6. Land value after property tax (adj. for income tax deduction): | \$78 |

Step 4 - Tax Burden on MIXED HARDWOOD Site Forest Land

| | Total Tax Payments: | | Out-of-Pocket Expenses | | Total |
|---|---------------------|---------|------------------------|------------------|---------|
| | State | Federal | Taxes | Accrued Interest | |
| Cost-increasing: | | | | | |
| Property taxes on land: | \$31 | - | \$20 | \$129 | \$149 |
| Subtotal: | \$31 | - | \$20 | \$129 | \$149 |
| Revenue-reducing: | | | | | |
| Arkansas State Income Tax on harvest revenue @ 7.0% | \$240 | - | \$156 | - | \$156 |
| Federal Income Tax on harvest revenue @ 35.0% | - | \$1,199 | \$1,199 | - | \$1,199 |
| Subtotal: | \$240 | \$1,199 | \$1,354 | - | \$1,354 |
| Totals: | \$271 | \$1,199 | \$1,375 | \$129 | \$1,504 |
| Tax burden as percent of gross revenues: | 7.9% | 35.0% | 40.1% | 3.8% | 43.9% |

DCF's Harvest Volume by Region

| <u>Ouachita Region</u> | | | | | | | | | |
|------------------------|-----------------|---------------|---------|--------------------|----------|---------|----------------------|-------------------|----------------|
| DCF Classification | Type of Harvest | Age @ Harvest | Species | Product Classific. | Yield/yr | Units | Total Vol. @ Harvest | Percent Harvested | Harvest Volume |
| Marginal Pine Site | Final Hvst | 34 | Pine | Sawtimber | 1.15 | cds | 39.1 | 100.0% | 11.16 |
| Medium Pine Site | C. Thinning | 18 | Pine | Pulpwood | 1.49 | cds | 26.8 | 30.0% | 8.03 |
| Medium Pine Site | Final Hvst | 32 | Pine | Sawtimber | 1.49 | cds | 47.6 | 100.0% | 13.59 |
| High Pine Site | C. Thinning | 16 | Pine | Pulpwood | 1.92 | cds | 30.7 | 30.0% | 9.21 |
| High Pine Site | C. Thinning | 23 | Pine | Sawtimber | 1.92 | cds | 44.1 | 30.0% | 3.78 |
| High Pine Site | Final Hvst | 30 | Pine | Sawtimber | 1.92 | cds | 57.6 | 100.0% | 16.45 |
| Hardwood Land | Final Harvest | 40 | HDWD | Sawtimber | 244.44 | bd. ft. | 9.8 | 100.0% | 9.78 |
| Hardwood Land | Final Harvest | 40 | HDWD | Pulpwood | 0.09 | cds | 3.4 | 100.0% | 3.42 |

OUACHITA REGION TIMBER:

Cap Rate= 8.00%

| ACD# | Previous Value/Acre | Current Value/Acre | Var/Ac |
|------|------------------------|-----------------------|--------|
| 1 | \$75 | \$80 | 7% |
| 2 | \$150 | \$145 | -3% |
| 3 | \$75 | \$80 | 7% |
| 4 | \$105 | \$100 | -5% |
| 5 | \$90 | \$85 | -6% |
| 6 | \$110 | \$110 | 0% |
| 7 | \$100 | \$95 | -5% |
| 8 | \$95 | \$90 | -5% |
| 9 | \$120 | \$115 | -4% |
| 10 | \$90 | \$90 | 0% |
| 11 | \$125 | \$120 | -4% |
| 12 | \$145 | \$140 | -3% |
| 13 | \$145 | \$140 | -3% |
| 14 | \$140 | \$135 | -4% |
| 15 | \$130 | \$125 | -4% |
| 16 | \$140 | \$135 | -4% |
| 17 | \$95 | \$90 | -5% |
| 18 | \$70 | \$70 | 0% |
| | | | -2% |

OZARK

CROP

| | AVERAGE SOYBEAN BUSHEL PER ACRE | 10 YEAR AVG OF PRICES RECEIVED BY FARMERS | SUM | 75/25 SPLIT | CAPITALI- ZATION RATE | ROUNDED TO THE NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|--|--|----------|-------------|--------------------------|----------------------------------|--|-------------|--------|
| | | | | | 8.84% | | | | |
| ACD 1 | 38 | \$10.89 | \$413.82 | \$103.46 | \$1,170.31 | \$1,170 | \$1,160 | \$10 | 1% |
| ACD 2 | 31 | \$10.89 | \$337.59 | \$84.40 | \$954.72 | \$955 | \$945 | \$10 | 1% |
| ACD 3 | 23 | \$10.89 | \$250.47 | \$62.62 | \$708.34 | \$710 | \$705 | \$5 | 1% |
| ACD 4 | 29 | \$10.89 | \$315.81 | \$78.95 | \$893.13 | \$895 | \$885 | \$10 | 1% |
| ACD 5 | 23 | \$10.89 | \$250.47 | \$62.62 | \$708.34 | \$710 | \$705 | \$5 | 1% |
| ACD 6 | 15 | \$10.89 | \$163.35 | \$40.84 | \$461.96 | \$460 | \$460 | \$0 | 0% |
| ACD 7 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 8 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 9 | 15 | \$10.89 | \$163.35 | \$40.84 | \$461.96 | \$460 | \$460 | \$0 | 0% |
| ACD 10 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 11 | 15 | \$10.89 | \$163.35 | \$40.84 | \$461.96 | \$460 | \$460 | \$0 | 0% |
| ACD 12 | 28 | \$10.89 | \$304.92 | \$76.23 | \$862.33 | \$860 | \$855 | \$5 | 1% |
| ACD 13 | 20 | \$10.89 | \$217.80 | \$54.45 | \$615.95 | \$615 | \$610 | \$5 | 1% |
| ACD 14 | 20 | \$10.89 | \$217.80 | \$54.45 | \$615.95 | \$615 | \$610 | \$5 | 1% |
| ACD 15 | | | | | | \$345 | \$345 | \$0 | 0% |
| ACD 16 | | | | | | \$270 | \$270 | \$0 | 0% |
| ACD 17 | | | | | | \$210 | \$210 | \$0 | 0% |
| ACD 18 | | | | | | \$125 | \$125 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
USDA - ARKANSAS AGRICULTURAL STATISTICS

ASSESSMENT COORDINATION DIVISION

OZARK

PASTURE

| | AUM | AVG \$ PER AUM | TOTAL | CAPITAL- IZATION RATE 8.00% | ROUNDED TO NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|-----|-------------------|---------|-----------------------------------|---------------------------|--|-------------|--------|
| ACD 1 | 9.8 | \$2.78 | \$27.24 | \$340.55 | \$340 | \$345 | -\$5 | -1% |
| ACD 2 | 8 | \$2.78 | \$22.24 | \$278.00 | \$280 | \$280 | \$0 | 0% |
| ACD 3 | 6.1 | \$2.78 | \$16.96 | \$211.98 | \$210 | \$215 | -\$5 | -2% |
| ACD 4 | 6.3 | \$2.78 | \$17.51 | \$218.93 | \$220 | \$220 | \$0 | 0% |
| ACD 5 | 6.6 | \$2.78 | \$18.35 | \$229.35 | \$230 | \$235 | -\$5 | -2% |
| ACD 6 | 4.4 | \$2.78 | \$12.23 | \$152.90 | \$155 | \$155 | \$0 | 0% |
| ACD 7 | 6.5 | \$2.78 | \$18.07 | \$225.88 | \$225 | \$230 | -\$5 | -2% |
| ACD 8 | 6.6 | \$2.78 | \$18.35 | \$229.35 | \$230 | \$235 | -\$5 | -2% |
| ACD 9 | 4.2 | \$2.78 | \$11.68 | \$145.95 | \$145 | \$150 | -\$5 | -3% |
| ACD 10 | 6.5 | \$2.78 | \$18.07 | \$225.88 | \$225 | \$230 | -\$5 | -2% |
| ACD 11 | 3.1 | \$2.78 | \$8.62 | \$107.73 | \$110 | \$110 | \$0 | 0% |
| ACD 12 | 7.8 | \$2.78 | \$21.68 | \$271.05 | \$270 | \$275 | -\$5 | -2% |
| ACD 13 | 6.6 | \$2.78 | \$18.35 | \$229.35 | \$230 | \$235 | -\$5 | -2% |
| ACD 14 | 5.2 | \$2.78 | \$14.46 | \$180.70 | \$180 | \$185 | -\$5 | -3% |
| ACD 15 | 4.4 | \$2.78 | \$12.23 | \$152.90 | \$155 | \$155 | \$0 | 0% |
| ACD 16 | 3.7 | \$2.78 | \$10.29 | \$128.58 | \$130 | \$130 | \$0 | 0% |
| ACD 17 | 3.7 | \$2.78 | \$10.29 | \$128.58 | \$130 | \$130 | \$0 | 0% |
| ACD 18 | | | | | \$75 | \$75 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
USDA - ARKANSAS AGRICULTURAL STATISTICS

ASSESSMENT COORDINATION DIVISION

OZARK PINEHIGHSITE

Estimated Timberland Value for Timber Production in Arkansas (High-Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 30 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | | |
|--|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|--|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> | |
| 0 | Prep./Plant | \$ 188 | No | \$0 | \$188 | \$0 | \$1,889 | \$2,077 | |
| 3 | Spray | \$ 56 | Yes | \$20 | \$36 | \$150 | \$279 | \$145 | |
| 8 | PCT | \$ 131 | Yes | \$46 | \$85 | \$221 | \$410 | \$229 | |
| 18 | Fert. | \$ 79 | Yes | \$28 | \$51 | \$44 | \$83 | \$62 | |
| 26 | Fert. | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 | |
| Subtotal: | | \$454 | - | \$93 | \$361 | \$415 | \$2,660 | \$2,513 | |
| Annual Expenses: | | | | | | | | | |
| Administration/management.: | | \$10 | Yes | \$4 | \$7 | \$32 | \$60 | \$31 | |
| Subtotal (30 yrs.): | | \$300 | " | \$105 | \$195 | \$334 | \$619 | \$376 | |
| Total: | | \$754 | - | \$198 | \$556 | \$749 | \$3,280 | \$2,889 | |
| **Interest rate used in computations is: | | | 8.00% | | | | | | |

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|--------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | | |
| 16 | 9.21 | \$19.53 | \$180 | (\$13) | - | | \$167 | - | - |
| | (Cords) | | | | (\$63) | ¹ | \$104 | \$215 | \$320 |
| 23 | 3.78 | \$232.07 | \$878 | (\$61) | - | | \$816 | - | - |
| | (MBF Doyle) | | | | (\$307) | ¹ | \$509 | \$382 | \$891 |
| 30 | 16.45 | \$232.07 | \$3,817 | (\$267) | - | | \$3,550 | - | - |
| | (MBF Doyle) | | | | (\$1,177) | ¹ | \$2,373 | \$0 | \$2,373 |
| Total: | | - | \$4,875 | (\$341) | (\$1,547) | | \$2,986 | \$598 | \$3,584 |

¹ Less Site Prep/Plant Expense and adjusted for fed. tax deduction.

OZARK PINEHIGHSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|-------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$3,584 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$2,889) |
| 3. Net income before property tax: | \$695 |
| 4. Present value of net income before property tax: | \$69 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$0.64) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.42) |
| Total property tax payments per harvest cycle: | (\$13) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$40 |
| 6. Land value after property tax (adj. for income tax deduction): | \$64 |

Step 4 - Tax Burden on High Site Pine Forest Land

| | Total Tax Payments: | | Out-of-Pocket Expenses | | Total |
|---|---------------------|----------------|------------------------|-------------------------|---------|
| | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | |
| Cost-increasing: | | | | | |
| Property taxes on land: | \$19 | - | \$13 | \$40 | \$52 |
| Subtotal: | \$19 | - | \$13 | \$40 | \$52 |
| Revenue-reducing: | | | | | |
| Arkansas State Income Tax on harvest revenue @ 7.0% | \$341 | - | \$222 | - | \$222 |
| Federal Income Tax on harvest revenue @ 35.0% | - | \$1,547 | \$1,547 | - | \$1,547 |
| Subtotal: | \$341 | \$1,547 | \$1,769 | - | \$1,769 |
| Totals: | \$360 | \$1,547 | \$1,781 | \$40 | \$1,821 |
| Tax burden as percent of gross revenues: | 7.4% | 31.7% | 36.5% | 0.8% | 37.4% |

OZARK PINEMEDSITE

Estimated Timberland Value for Timber Production in Arkansas (Medium-Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 32 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 18 | Fert. | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 26 | Fert. | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$8 | Yes | \$3 | \$5 | \$31 | \$57 | \$29 |
| Subtotal (32 yrs.): | | \$256 | " | \$90 | \$166 | \$328 | \$609 | \$358 |
| Total: | | \$256 | - | \$90 | \$166 | \$328 | \$609 | \$358 |
| **Interest rate used in computations is: | | | 8.00% | | | | | |

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|---|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Income Tax @ 35%</u> | | | |
| 18 | 8.03 | \$19.53 | \$157 | (\$11) | - | \$146 | - | - |
| | (Cords) | | | | (\$55) ¹ | \$91 | \$188 | \$279 |
| 32 | 13.59 | \$232.07 | \$3,154 | (\$221) | - | \$2,933 | - | - |
| | (MBF Doyle) | | | | (\$1,104) ¹ | \$1,829 | \$0 | \$1,829 |
| Total: | | - | \$3,311 | (\$232) | (\$1,159) | \$1,920 | \$188 | \$2,108 |

¹ Less Site Prep/Plant Expense and adjusted for fed. tax deduction.

OZARK PINEMEDSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$2,108 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$358) |
| 3. Net income before property tax: | \$1,750 |
| 4. Present value of net income before property tax: | \$147 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.36) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.88) |
| Total property tax payments per harvest cycle: | (\$28) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$103 |
| 6. Land value after property tax (adj. for income tax deduction): | \$136 |

Step 4 - Tax Burden on Medium Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$43 | - | \$28 | \$103 | \$131 |
| Subtotal: | | \$43 | - | \$28 | \$103 | \$131 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$232 | - | \$151 | - | \$151 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$1,159 | \$1,159 | - | \$1,159 |
| Subtotal: | | \$232 | \$1,159 | \$1,309 | - | \$1,309 |
| Totals: | | \$275 | \$1,159 | \$1,338 | \$103 | \$1,441 |
| Tax burden as percent of gross revenues: | | 8.3% | 35.0% | 40.4% | 3.1% | 43.5% |

OZARK PINELOWSITE

Estimated Timberland Value for Timber Production in Arkansas (Low Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 34 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 19 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (34 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| **Interest rate used in computations is: | | | 8.00% | | | | | |

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|--|--|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax@ 7%</u> | <u>Fed. Income Income Tax@ 35%</u> | | | |
| | | | \$0 | \$0 | - | \$0 | - | - |
| | | | | | \$0 | \$0 | \$0 | \$0 |
| 34 | 11.16 | \$232 | \$2,589 | (\$181) | | \$2,408 | - | - |
| | (MBF Doyle) | | | | (\$906) ¹ | \$1,502 | \$0 | \$1,502 |
| Total: | | - | \$2,589 | (\$181) | (\$906) | \$1,502 | \$0 | \$1,502 |

¹ Less Site Prep/Plant Expense and adjusted for fed. tax deduction.

OZARK PINELOWSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|-------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,502 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,502 |
| 4. Present value of net income before property tax: | \$106 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$0.98) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.64) |
| Total property tax payments per harvest cycle: | (\$22) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$91 |
| 6. Land value after property tax (adj. for income tax deduction): | \$98 |

Step 4 - Tax Burden on Low Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$33 | - | \$22 | \$91 | \$113 |
| Subtotal: | | \$33 | - | \$22 | \$91 | \$113 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$181 | - | \$118 | - | \$118 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$906 | \$906 | - | \$906 |
| Subtotal: | | \$181 | \$906 | \$1,024 | - | \$1,024 |
| Totals: | | \$215 | \$906 | \$1,046 | \$91 | \$1,137 |
| Tax burden as percent of gross revenues: | | 8.3% | 35.0% | 40.4% | 3.5% | 43.9% |

OZARK HARDWOOD

Estimated Timberland Value for Timber Production in Arkansas (MIXED HARDWOOD)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 40 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 17 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (40 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |

**Interest rate used in computations is:

8.00%

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | |
| 40 | 3.42 | \$ 26 | \$89 | (\$6) | - | \$83 | - | - |
| | (Cords) | | | | (\$31) | \$52 | \$0 | \$52 |
| 40 | 9.78 | \$ 293 | \$2,863 | (\$200) | - | \$2,662 | - | - |
| | (MBF Doyle) | | | | (\$1,002) | \$1,660 | \$0 | \$1,660 |
| Total: | | - | \$2,952 | (\$207) | (\$1,033) | \$1,712 | \$0 | \$1,712 |

OZARK HARDWOOD

Step 3 - Estimated Timberland Value per Acre

| | |
|--|-------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,712 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,712 |
| 4. Present value of net income before property tax: | \$73 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$0.67) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.44) |
| Total property tax payments per harvest cycle: | (\$17) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$111 |
| 6. Land value after property tax (adj. for income tax deduction): | \$67 |

Step 4 - Tax Burden on MIXED HARDWOOD Site Forest Land

| | Total Tax Payments: | | Out-of-Pocket Expenses | | Total |
|---|---------------------|---------|------------------------|------------------|---------|
| | State | Federal | Taxes | Accrued Interest | |
| Cost-increasing: | | | | | |
| Property taxes on land: | \$27 | - | \$17 | \$111 | \$129 |
| Subtotal: | \$27 | - | \$17 | \$111 | \$129 |
| Revenue-reducing: | | | | | |
| Arkansas State Income Tax on harvest revenue @ 7.0% | \$207 | - | \$134 | - | \$134 |
| Federal Income Tax on harvest revenue @ 35.0% | - | \$1,033 | \$1,033 | - | \$1,033 |
| Subtotal: | \$207 | \$1,033 | \$1,167 | - | \$1,167 |
| Totals: | \$234 | \$1,033 | \$1,185 | \$111 | \$1,296 |
| Tax burden as percent of gross revenues: | 7.9% | 35.0% | 40.1% | 3.8% | 43.9% |

DCF's Harvest Volume by Region

| <u>Ozark Region</u> | | | | | | | | | |
|----------------------------|------------------------|----------------------|----------------|---------------------------|-----------------|--------------|-----------------------------|--------------------------|-----------------------|
| DCF Classification | Type of Harvest | Age @ Harvest | Species | Product Classific. | Yield/yr | Units | Total Vol. @ Harvest | Percent Harvested | Harvest Volume |
| Marginal Pine Site | Final Hvst | 34 | Pine | Sawtimber | 1.15 | cds | 39.1 | 100.0% | 11.16 |
| Medium Pine Site | C. Thinning | 18 | Pine | Pulpwood | 1.49 | cds | 26.8 | 30.0% | 8.03 |
| Medium Pine Site | Final Hvst | 32 | Pine | Sawtimber | 1.49 | cds | 47.6 | 100.0% | 13.59 |
| High Pine Site | C. Thinning | 16 | Pine | Pulpwood | 1.92 | cds | 30.7 | 30.0% | 9.21 |
| High Pine Site | C. Thinning | 23 | Pine | Pulpwood | 1.92 | cds | 44.1 | 30.0% | 3.78 |
| High Pine Site | Final Hvst | 30 | Pine | Sawtimber | 1.92 | cds | 57.6 | 100.0% | 16.45 |
| Hardwood Land | Final Harvest | 40 | HDWD | Sawtimber | 244.44 | bd. ft. | 9.8 | 100.0% | 9.78 |
| Hardwood Land | Final Harvest | 40 | HDWD | Pulpwood | 0.09 | cds | 3.4 | 100.0% | 3.42 |

OZARK REGION:

Cap Rate= 8.00%

| ACD# | Previous Value/Acre | Current Value/Acre | Var/Ac |
|------|------------------------|-----------------------|--------|
| 1 | \$60 | \$60 | 0% |
| 2 | \$115 | \$110 | -4% |
| 3 | \$100 | \$100 | 0% |
| 4 | \$100 | \$95 | -5% |
| 5 | \$70 | \$70 | 0% |
| 6 | \$110 | \$105 | -5% |
| 7 | \$70 | \$75 | 7% |
| 8 | \$95 | \$95 | 0% |
| 9 | \$110 | \$105 | -5% |
| 10 | \$70 | \$70 | 0% |
| 11 | \$105 | \$105 | 0% |
| 12 | \$125 | \$120 | -4% |
| 13 | \$120 | \$120 | 0% |
| 14 | \$110 | \$110 | 0% |
| 15 | \$110 | \$105 | -5% |
| 16 | \$110 | \$105 | -5% |
| 17 | \$70 | \$65 | -7% |
| 18 | \$65 | \$60 | -8% |
| | | | -2% |

SOUTHWEST

CROP

| | AVERAGE SOYBEAN BUSHEL PER ACRE | 10 YEAR AVERAGE OF PRICES RECEIVED BY FARMERS | SUM | 75/25 SPLIT | CAPITALI- ZATION RATE | ROUNDED TO THE NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|--|---|----------|-------------|--------------------------|----------------------------------|--|-------------|--------|
| | | | | | 8.84% | | | | |
| ACD 1 | 36 | \$10.89 | \$392.04 | \$98.01 | \$1,108.71 | \$1,110 | \$1,100 | \$10 | 1% |
| ACD 2 | 31 | \$10.89 | \$337.59 | \$84.40 | \$954.72 | \$955 | \$945 | \$10 | 1% |
| ACD 3 | 20 | \$10.89 | \$217.80 | \$54.45 | \$615.95 | \$615 | \$610 | \$5 | 1% |
| ACD 4 | 27 | \$10.89 | \$294.03 | \$73.51 | \$831.53 | \$830 | \$825 | \$5 | 1% |
| ACD 5 | 20 | \$10.89 | \$217.80 | \$54.45 | \$615.95 | \$615 | \$610 | \$5 | 1% |
| ACD 6 | 15 | \$10.89 | \$163.35 | \$40.84 | \$461.96 | \$460 | \$460 | \$0 | 0% |
| ACD 7 | 29 | \$10.89 | \$315.81 | \$78.95 | \$893.13 | \$895 | \$885 | \$10 | 1% |
| ACD 8 | 29 | \$10.89 | \$315.81 | \$78.95 | \$893.13 | \$895 | \$885 | \$10 | 1% |
| ACD 9 | 15 | \$10.89 | \$163.35 | \$40.84 | \$461.96 | \$460 | \$460 | \$0 | 0% |
| ACD 10 | 29 | \$10.89 | \$315.81 | \$78.95 | \$893.13 | \$895 | \$885 | \$10 | 1% |
| ACD 11 | 15 | \$10.89 | \$163.35 | \$40.84 | \$461.96 | \$460 | \$460 | \$0 | 0% |
| ACD 12 | 27 | \$10.89 | \$294.03 | \$73.51 | \$831.53 | \$830 | \$825 | \$5 | 1% |
| ACD 13 | 21 | \$10.89 | \$228.69 | \$57.17 | \$646.75 | \$645 | \$640 | \$5 | 1% |
| ACD 14 | 21 | \$10.89 | \$228.69 | \$57.17 | \$646.75 | \$645 | \$640 | \$5 | 1% |
| ACD 15 | | | | | | \$345 | \$345 | \$0 | 0% |
| ACD 16 | | | | | | \$270 | \$270 | \$0 | 0% |
| ACD 17 | | | | | | \$210 | \$210 | \$0 | 0% |
| ACD 18 | | | | | | \$125 | \$125 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
USDA - ARKANSAS AGRICULTURAL STATISTICS

ASSESSMENT COORDINATION DIVISION

SOUTHWEST

PASTURE

| | AUM | AVG \$ PER AUM | TOTAL | CAPITAL- IZATION RATE | ROUNDED TO NEAREST \$5 | OLD RATE ROUNDED TO THE NEAREST \$5 | DIFF | % DIFF |
|--------|-----|-------------------|---------|--------------------------|---------------------------|--|-------------|--------|
| | | | | 8.00% | | | | |
| ACD 1 | 9.1 | \$2.78 | \$25.30 | \$316.23 | \$315 | \$320 | -\$5 | -2% |
| ACD 2 | 8.1 | \$2.78 | \$22.52 | \$281.48 | \$280 | \$285 | -\$5 | -2% |
| ACD 3 | 6.1 | \$2.78 | \$16.96 | \$211.98 | \$210 | \$215 | -\$5 | -2% |
| ACD 4 | 7.2 | \$2.78 | \$20.02 | \$250.20 | \$250 | \$255 | -\$5 | -2% |
| ACD 5 | 5.2 | \$2.78 | \$14.46 | \$180.70 | \$180 | \$185 | -\$5 | -3% |
| ACD 6 | 5.2 | \$2.78 | \$14.46 | \$180.70 | \$180 | \$185 | -\$5 | -3% |
| ACD 7 | 6.8 | \$2.78 | \$18.90 | \$236.30 | \$235 | \$240 | -\$5 | -2% |
| ACD 8 | 5.5 | \$2.78 | \$15.29 | \$191.13 | \$190 | \$195 | -\$5 | -3% |
| ACD 9 | 4 | \$2.78 | \$11.12 | \$139.00 | \$140 | \$140 | \$0 | 0% |
| ACD 10 | 5 | \$2.78 | \$13.90 | \$173.75 | \$175 | \$175 | \$0 | 0% |
| ACD 11 | 4.5 | \$2.78 | \$12.51 | \$156.38 | \$155 | \$160 | -\$5 | -3% |
| ACD 12 | 7.9 | \$2.78 | \$21.96 | \$274.53 | \$275 | \$280 | -\$5 | -2% |
| ACD 13 | 7.2 | \$2.78 | \$20.02 | \$250.20 | \$250 | \$255 | -\$5 | -2% |
| ACD 14 | 6 | \$2.78 | \$16.68 | \$208.50 | \$210 | \$210 | \$0 | 0% |
| ACD 15 | 4.8 | \$2.78 | \$13.34 | \$166.80 | \$145 | \$145 | \$0 | 0% |
| ACD 16 | 3 | \$2.78 | \$8.34 | \$104.25 | \$105 | \$105 | \$0 | 0% |
| ACD 17 | 3 | \$2.78 | \$8.34 | \$104.25 | \$105 | \$105 | \$0 | 0% |
| ACD 18 | | | | | \$75 | \$75 | \$0 | 0% |

SOURCES:

NATURAL RESOURCES CONSERVATION SERVICE
 USDA - ARKANSAS AGRICULTURAL STATISTICS

ASSESSMENT COORDINATION DIVISION

SOUTHWEST
PINEHIGHSITE

Estimated Timberland Value for Timber Production in Arkansas (High-Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 30 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$ 188 | No | \$0 | \$188 | \$0 | \$1,889 | \$2,077 |
| 3 | Spray | \$ 56 | Yes | \$20 | \$36 | \$150 | \$279 | \$145 |
| 8 | PCT | \$ 131 | Yes | \$46 | \$85 | \$221 | \$410 | \$229 |
| 18 | Fert. | \$ 79 | Yes | \$28 | \$51 | \$44 | \$83 | \$62 |
| 26 | Fert. | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$454 | - | \$93 | \$361 | \$415 | \$2,660 | \$2,513 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$10 | Yes | \$4 | \$7 | \$32 | \$60 | \$31 |
| Subtotal (30 yrs.): | | \$300 | " | \$105 | \$195 | \$334 | \$619 | \$376 |
| Total: | | \$754 | - | \$198 | \$556 | \$749 | \$3,280 | \$2,889 |

**Interest rate used in computations is: 8.00%

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | | |
| 16 | 9.21 (Cords) | \$ 23 | \$212 | (\$15) | - | 1 | \$197 \$123 | - \$254 | - \$377 |
| 23 | 3.78 (MBF Doyle) | \$ 259 | \$980 | (\$69) | - | 1 | \$912 \$569 | - \$427 | - \$995 |
| 30 | 16.45 (MBF Doyle) | \$ 259 | \$4,262 | (\$298) | - | 1 | \$3,964 \$2,631 | - \$0 | - \$2,631 |
| Total: | | - | \$5,454 | (\$382) | (\$1,750) | | \$2,754 | \$681 | \$4,003 |

¹ Less pro-rated share of Site Prep/Plant Expense and adjusted for fed. tax deduction.

SOUTHWEST
PINEHIGHSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$4,003 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$2,889) |
| 3. Net income before property tax: | \$1,114 |
| 4. Present value of net income before property tax: | \$111 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.03) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.67) |
| Total property tax payments per harvest cycle: | (\$20) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$64 |
| 6. Land value after property tax (adj. for income tax deduction): | \$103 |

Step 4 - Tax Burden on High Site Pine Forest Land

| | | Total Tax Payments: | | Out-of-Pocket Expenses | | |
|--|-------|---------------------|----------------|------------------------|-------------------------|--------------|
| | | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | <u>Total</u> |
| Cost-increasing: | | | | | | |
| Property taxes on land: | | \$31 | - | \$20 | \$64 | \$84 |
| Subtotal: | | \$31 | - | \$20 | \$64 | \$84 |
| Revenue-reducing: | | | | | | |
| Arkansas State Income Tax on harvest revenue @ | 7.0% | \$382 | - | \$248 | - | \$248 |
| Federal Income Tax on harvest revenue @ | 35.0% | - | \$1,750 | \$1,750 | - | \$1,750 |
| Subtotal: | | \$382 | \$1,750 | \$1,998 | - | \$1,998 |
| Totals: | | \$413 | \$1,750 | \$2,018 | \$64 | \$2,082 |
| Tax burden as percent of gross revenues: | | 7.6% | 32.1% | 37.0% | 1.2% | 38.2% |

SOUTHWEST
PINEMEDSITE

Estimated Timberland Value for Timber Production in Arkansas (Medium-Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 31 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 17 | Fert. | \$ - | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 26 | Fert. | \$ - | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$8 | Yes | \$3 | \$5 | \$31 | \$57 | \$29 |
| Subtotal (32 yrs.): | | \$256 | " | \$90 | \$166 | \$328 | \$609 | \$358 |
| Total: | | \$256 | - | \$90 | \$166 | \$328 | \$609 | \$358 |

**Interest rate used in computations is: 8.00%

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | | |
| 18 | 8.03 | \$23.03 | \$185 | (\$13) | - | | \$172 | - | - |
| | (Cords) | | | | (\$65) | 1 | \$107 | \$221 | \$329 |
| 32 | 13.59 | \$259.13 | \$3,522 | (\$247) | - | | \$3,275 | - | - |
| | (MBF Doyle) | | | | (\$1,233) | 1 | \$2,043 | \$0 | \$2,043 |
| Total: | | - | \$3,707 | (\$259) | (\$1,297) | | \$2,150 | \$221 | \$2,371 |

¹ Less pro-rated share of Site Prep/Plant Expense and adjusted for fed. tax deduction.

SOUTHWEST
PINEMEDSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$2,371 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | (\$358) |
| 3. Net income before property tax: | \$2,013 |
| 4. Present value of net income before property tax: | \$169 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.56) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$1.01) |
| Total property tax payments per harvest cycle: | (\$32) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$119 |
| 6. Land value after property tax (adj. for income tax deduction): | \$156 |

Step 4 - Tax Burden on Medium Site Pine Forest Land

| | Total Tax Payments: | | Out-of-Pocket Expenses | | Total |
|---|---------------------|----------------|------------------------|-------------------------|---------|
| | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | |
| Cost-increasing: | | | | | |
| Property taxes on land: | \$50 | - | \$32 | \$119 | \$151 |
| Subtotal: | \$50 | - | \$32 | \$119 | \$151 |
| Revenue-reducing: | | | | | |
| Arkansas State Income Tax on harvest revenue @ 7.0% | \$259 | - | \$169 | - | \$169 |
| Federal Income Tax on harvest revenue @ 35.0% | - | \$1,297 | \$1,297 | - | \$1,297 |
| Subtotal: | \$259 | \$1,297 | \$1,466 | - | \$1,466 |
| Totals: | \$309 | \$1,297 | \$1,498 | \$119 | \$1,617 |
| Tax burden as percent of gross revenues: | 8.3% | 35.0% | 40.4% | 3.2% | 43.6% |

SOUTHWEST
PINELOWSITE

Estimated Timberland Value for Timber Production in Arkansas (Low Site Pine)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 34 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 19 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (34 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |

**Interest rate used in computations is: 8.00%

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | |
| | | \$23 | \$0 | \$0 | - | \$0 | - | - |
| | (Cords) | | | | \$0 | \$0 | \$0 | \$0 |
| 34 | 11.16 | \$259 | \$2,891 | (\$202) | | \$2,689 | - | - |
| | (MBF Doyle) | | | | (\$1,012) | \$1,677 | \$0 | \$1,677 |
| Total: | | - | \$2,891 | (\$202) | (\$1,012) | \$1,677 | \$0 | \$1,677 |

SOUTHWEST
PINELOWSITE

Step 3 - Estimated Timberland Value per Acre

| | |
|--|--------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,677 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,677 |
| 4. Present value of net income before property tax: | \$118 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$1.09) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.71) |
| Total property tax payments per harvest cycle: | (\$24) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$102 |
| 6. Land value after property tax (adj. for income tax deduction): | \$109 |

Step 4 - Tax Burden on Low Site Pine Forest Land

| | Total Tax Payments: | | Out-of-Pocket Expenses | | Total |
|---|---------------------|----------------|------------------------|-------------------------|---------|
| | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | |
| Cost-increasing: | | | | | |
| Property taxes on land: | \$37 | - | \$24 | \$102 | \$126 |
| Subtotal: | \$37 | - | \$24 | \$102 | \$126 |
| Revenue-reducing: | | | | | |
| Arkansas State Income Tax on harvest revenue @ 7.0% | \$202 | - | \$132 | - | \$132 |
| Federal Income Tax on harvest revenue @ 35.0% | - | \$1,012 | \$1,012 | - | \$1,012 |
| Subtotal: | \$202 | \$1,012 | \$1,144 | - | \$1,144 |
| Totals: | \$240 | \$1,012 | \$1,168 | \$102 | \$1,270 |
| Tax burden as percent of gross revenues: | 8.3% | 35.0% | 40.4% | 3.5% | 43.9% |

SOUTHWEST
HARDWOOD

Estimated Timberland Value for Timber Production in Arkansas (MIXED HARDWOOD)

Step 1 - Investment Expenses, excluding Annual Property Tax--Harvest Age, 40 Years):

| <u>Out-of-Pocket Expenses:</u> | | | | | | | | |
|--------------------------------|-----------------|----------------|--------------------------------|-----------------------------|------------------------------------|---|-----------------|----------------------------------|
| <u>Age</u> | <u>Activity</u> | <u>Expense</u> | <u>Fed. Tax Deductible</u> | <u>Fed. Tax Benefit</u> | <u>Net Expense excl. Taxes</u> | <u>Accrued Interest on Fed. Benefit</u> | <u>Net Out.</u> | <u>Acc. Total at Harvest</u> |
| 0 | Prep./Plant | \$0 | No | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Spray | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 8 | PCT | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 17 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Fert. | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |
| Annual Expenses: | | | | | | | | |
| Adminstration/management.: | | \$0 | Yes | \$0 | \$0 | \$0 | \$0 | \$0 |
| Subtotal (40 yrs.): | | \$0 | " | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total: | | \$0 | - | \$0 | \$0 | \$0 | \$0 | \$0 |

**Interest rate used in computations is: 8.00%

Step. 2 - Revenues and Federal and State Tax Treatment

| <u>Stand Age</u> | <u>Harvest Volume</u> | <u>Stumpage Price</u> | <u>Harvest Revenue</u> | <u>State and Federal Tax Payments:</u> | | <u>Net Income After Tax</u> | <u>Accrued Interest on Net</u> | <u>Total Income</u> |
|----------------------|---------------------------|---------------------------|----------------------------|---|----------------------------------|---------------------------------|------------------------------------|-------------------------|
| | | | | <u>Arkansas State Income Tax @ 7%</u> | <u>Fed. Income Tax @ 35%</u> | | | |
| 40 | 3.42 | \$ 42 | \$143 | (\$10) | - | \$133 | - | - |
| | (Cords) | | | | (\$50) | \$83 | \$0 | \$83 |
| 40 | 9.78 | \$ 336 | \$3,281 | (\$230) | - | \$3,052 | - | - |
| | (MBF Doyle) | | | | (\$1,148) | \$1,903 | \$0 | \$1,903 |
| Total: | | - | \$3,425 | (\$240) | (\$1,199) | \$1,986 | \$0 | \$1,986 |

SOUTHWEST
HARDWOOD

Step 3 - Estimated Timberland Value per Acre

| | |
|--|-------------|
| 1. Total Income including accrued interest on net thinning income to final harvest: | \$1,986 |
| 2. Out-of-pocket expenses (silvicultural activities and taxes) and accrued interest: | \$0 |
| 3. Net income before property tax: | \$1,986 |
| 4. Present value of net income before property tax: | \$84 |
| 5. Annual ad valorem property taxes: | |
| Property tax rate: 50 mills @ 20% assessment ratio | 1.00% |
| Annual property tax payment: | (\$0.78) |
| Annual property tax payment adjusted for fed. inc. tax deduction: | (\$0.51) |
| Total property tax payments per harvest cycle: | (\$20) |
| Accrued interest on out-of-pocket tax payments per harvest cycle: | \$129 |
| 6. Land value after property tax (adj. for income tax deduction): | \$78 |

Step 4 - Tax Burden on HARDWOOD Site Forest Land

| | Total Tax Payments: | | Out-of-Pocket Expenses | | Total |
|---|---------------------|----------------|------------------------|-------------------------|---------|
| | <u>State</u> | <u>Federal</u> | <u>Taxes</u> | <u>Accrued Interest</u> | |
| Cost-increasing: | | | | | |
| Property taxes on land: | \$31 | - | \$20 | \$129 | \$149 |
| Subtotal: | \$31 | - | \$20 | \$129 | \$149 |
| Revenue-reducing: | | | | | |
| Arkansas State Income Tax on harvest revenue @ 7.0% | \$240 | - | \$156 | - | \$156 |
| Federal Income Tax on harvest revenue @ 35.0% | - | \$1,199 | \$1,199 | - | \$1,199 |
| Subtotal: | \$240 | \$1,199 | \$1,354 | - | \$1,354 |
| Totals: | \$271 | \$1,199 | \$1,375 | \$129 | \$1,504 |
| Tax burden as percent of gross revenues: | 7.9% | 35.0% | 40.1% | 3.8% | 43.9% |

DCF's Harvest Volume by Region

| SW Region: | | | | | | | | | |
|---------------------------|------------------------|----------------------|----------------|---------------------------|-----------------|--------------|-----------------------------|--------------------------|-----------------------|
| DCF Classification | Type of Harvest | Age @ Harvest | Species | Product Classific. | Yield/yr | Units | Total Vol. @ Harvest | Percent Harvested | Harvest Volume |
| Marginal Pine Site | Final Hvst | 34 | Pine | Sawtimber | 1.15 | cds | 39.1 | 100.0% | 11.16 |
| Medium Pine Site | C. Thinning | 18 | Pine | Pulpwood | 1.49 | cds | 26.8 | 30.0% | 8.03 |
| Medium Pine Site | Final Hvst | 32 | Pine | Sawtimber | 1.49 | cds | 47.6 | 100.0% | 13.59 |
| High Pine Site | C. Thinning | 16 | Pine | Pulpwood | 1.92 | cds | 30.7 | 30.0% | 9.21 |
| High Pine Site | C. Thinning | 23 | Pine | Sawtimber | 1.92 | cds | 44.1 | 30.0% | 3.78 |
| High Pine Site | Final Hvst | 30 | Pine | Sawtimber | 1.92 | cds | 57.6 | 100.0% | 16.45 |
| Hardwood Land | Final Harvest | 40 | HDWD | Sawtimber | 244.44 | bd. ft. | 9.8 | 100.0% | 9.78 |
| Hardwood Land | Final Harvest | 40 | HDWD | Pulpwood | 0.09 | cds | 3.4 | 100.0% | 3.42 |

SOUTHWEST REGION TIMBER:

Cap Rate= 8.00%

| ACD# | Previous Value/Acre | Current Value/Acre | Var/Ac |
|------|------------------------|-----------------------|--------|
| 1 | \$85 | \$85 | 0% |
| 2 | \$120 | \$105 | -13% |
| 3 | \$165 | \$155 | -6% |
| 4 | \$130 | \$115 | -12% |
| 5 | \$85 | \$85 | 0% |
| 6 | \$165 | \$155 | -6% |
| 7 | \$120 | \$105 | -13% |
| 8 | \$75 | \$80 | 7% |
| 9 | \$130 | \$125 | -4% |
| 10 | \$75 | \$80 | 7% |
| 11 | \$120 | \$120 | 0% |
| 12 | \$145 | \$135 | -7% |
| 13 | \$155 | \$145 | -6% |
| 14 | \$155 | \$150 | -3% |
| 15 | \$150 | \$140 | -7% |
| 16 | \$140 | \$135 | -4% |
| 17 | \$85 | \$85 | 0% |
| 18 | \$70 | \$70 | 0% |
| | | | -4% |

CROP AND PASTURE RATES

Crop

Rental Rate
Multiplier
25.00%

8.84%

Crop Cap Rate
Multiplier

soybean prices

| | |
|---------------|------|
| 2009 | 9.66 |
| 2010 | 10.9 |
| 2011 | 12.3 |
| 2012 | 14.3 |
| 2013 | 13.1 |
| 2014 | 10.6 |
| 2015 | 9.46 |
| 2016 | 9.83 |
| 2017 | 9.77 |
| 2018 | 9 |
| \$10.89 10 yr | |

Soybean
average
price
multiplier
\$10.89

Pasture

Pasture Cap Rate Multiplier
8.00%

| | Delta States | LA | MS | Average | Reported |
|--------|--------------|----|------|---------|----------|
| 2008 | | 27 | 18.5 | 22.75 | 21.5 |
| 2009** | | na | na | 19 | 19 |

STATE AVERAGE AUM

| | |
|-----|-----------|
| 7.7 | DELTA |
| 5.3 | OUACHITA |
| 6 | OZARK |
| 6.8 | SOUTHWEST |
| 6.5 | AVERAGE |

AVG AUM RENTAL VALUE PER ACRE

\$2.78

\$2.78

PASTURE RENT

| | |
|----|------|
| 19 | 2009 |
| 16 | 2010 |
| 16 | 2011 |
| 18 | 2012 |
| 18 | 2013 |
| 18 | 2014 |
| 18 | 2015 |
| 20 | 2016 |
| 18 | 2017 |
| 18 | 2018 |

17.9 10 yr average

Capitalization Rate

| | Crop | Pasture |
|--|-------|---------|
| Safe Rate | | |
| 10 Year Average of the 30 Year T-Bond | 3.34% | 3.34% |
| Industry Risk Rate | 3.50% | 3.50% |
| Management Rate | 2.00% | 1.00% |

| | | |
|---------------------|-------|--------|
| Capitalization Rate | 8.84% | 7.84% |
| | 8.84% | 8.00%* |

* Arkansas Code 26-26-407 (C) However, the capitalization rate developed under subdivision (f) (3) (B) of this section shall not be less than eight percent (8%) nor more than twelve percent (12%).

Timber Mart-South Stumpage Price Data

| YEAR | Doyle Pine Sawtimber | | Doyle Oak Sawtimber | | Doyle Mixed Hardwood | | Average Hardwood | | Standard Cord Pine Pulpwood | | Standard Cord Hardwood Pulpwood | |
|--------------------|----------------------------|---------------|---------------------------|---------------|----------------------------|---------------|---------------------|---------------|-----------------------------------|---------------|---------------------------------------|---------------|
| | <u>Reg. 1</u> | <u>Reg. 2</u> | <u>Reg. 1</u> | <u>Reg. 2</u> | <u>Reg. 1</u> | <u>Reg. 2</u> | <u>Reg. 1</u> | <u>Reg. 2</u> | <u>Reg. 1</u> | <u>Reg. 2</u> | <u>Reg. 1</u> | <u>Reg. 2</u> |
| | | | | | | | | | | | | |
| 2009 | \$ 291.17 | \$ 232.12 | \$ 278.78 | \$ 208.34 | \$ 216.48 | \$ 182.35 | \$ 247.63 | \$ 195.34 | \$ 27.44 | \$ 23.05 | \$ 39.76 | \$ 25.23 |
| 2010 | \$ 284.89 | \$ 261.25 | \$ 300.91 | \$ 237.74 | \$ 260.75 | \$ 201.95 | \$ 280.83 | \$ 219.84 | \$ 31.84 | \$ 25.67 | \$ 46.49 | \$ 29.67 |
| 2011 | \$ 253.34 | \$ 221.63 | \$ 298.11 | \$ 281.84 | \$ 222.08 | \$ 182.26 | \$ 260.09 | \$ 232.05 | \$ 21.12 | \$ 19.32 | \$ 29.12 | \$ 21.58 |
| 2012 | \$ 237.48 | \$ 208.76 | \$ 318.85 | \$ 303.28 | \$ 254.45 | \$ 182.35 | \$ 286.65 | \$ 242.81 | \$ 24.09 | \$ 17.47 | \$ 38.34 | \$ 17.57 |
| 2013 | \$ 251.42 | \$ 214.18 | \$ 386.49 | \$ 299.78 | \$ 258.83 | \$ 230.91 | \$ 322.66 | \$ 265.34 | \$ 24.90 | \$ 19.08 | \$ 41.56 | \$ 16.33 |
| 2014 | \$ 259.83 | \$ 234.61 | \$ 486.33 | \$ 359.54 | \$ 299.60 | \$ 231.61 | \$ 392.96 | \$ 295.58 | \$ 23.83 | \$ 19.51 | \$ 55.27 | \$ 28.51 |
| 2015 | \$ 268.55 | \$ 244.40 | \$ 486.94 | \$ 388.33 | \$ 301.00 | \$ 270.99 | \$ 393.97 | \$ 329.66 | \$ 21.52 | \$ 19.59 | \$ 51.65 | \$ 35.15 |
| 2016 | \$ 250.78 | \$ 244.83 | \$ 475.30 | \$ 426.13 | \$ 344.31 | \$ 343.96 | \$ 409.81 | \$ 385.04 | \$ 19.78 | \$ 17.18 | \$ 39.79 | \$ 30.39 |
| 2017 | \$ 243.98 | \$ 227.48 | \$ 463.31 | \$ 401.63 | \$ 282.28 | \$ 335.91 | \$ 372.79 | \$ 368.77 | \$ 17.07 | \$ 16.80 | \$ 36.16 | \$ 24.97 |
| 2018 | \$ 249.83 | \$ 231.42 | \$ 474.86 | \$ 432.69 | \$ 302.23 | \$ 354.03 | \$ 388.54 | \$ 393.36 | \$ 18.68 | \$ 17.58 | \$ 40.17 | \$ 30.10 |
| 10 YEAR AVG | \$ 259.13 | \$ 232.07 | \$ 396.99 | \$ 333.93 | \$ 274.20 | \$ 251.63 | \$ 335.59 | \$ 292.78 | \$ 23.03 | \$ 19.53 | \$ 41.83 | \$ 25.95 |

FORESTRY RELATED COSTS

| Forestry Costs: | 2010 | 2012 | 2014 | 2016 | 2018 | 10 Year Average |
|------------------------|-------------|-------------|-------------|-------------|-------------|----------------------------|
| Planting by Hand | 0.1187 | 0.1144 | 0.1122 | 0.1 | 0.15 | |
| Planting by Machine | 0.1469 | 0.2411 | 0.14 | 0.14 | 0.1900 | |
| Avg | 0.1328 | 0.17775 | 0.1261 | 0.12 | 0.17 | |
| Cost for 604 tree/ac | \$ 80.21 | \$ 107.36 | \$ 76.16 | \$ 72.48 | \$ 102.68 | |
| Site Prep | \$ 96.57 | \$ 116.01 | \$ 66.09 | \$ 97.28 | \$ 127.42 | |
| Total Establishment | \$ 176.78 | \$ 223.37 | \$ 142.25 | \$ 169.76 | \$ 230.10 | \$ 188.45 |
| Spraying | \$ 47.68 | \$ 55.12 | \$ 29.89 | \$ 69.53 | \$ 77.09 | \$ 55.86 |
| PCT | \$ 166.66 | \$ 50.27 | * | \$ 159.44 | \$ 148.40 | \$ 131.19 |
| Fertilization | \$ 62.79 | \$ 86.33 | \$ 79.49 | \$ 70.41 | \$ 94.79 | \$ 78.76 |
| | | | | | | \$ 454 |

NOTE: Timber Costs are acquired from a independent source and are only calculated for even numbered years and published in odd numbered years.

* Data source reported that not enough data was present for a PCT number for this years report. An avergace of the last four reports was used.

Timber Growth/Yield Information

Pine Yields (1/3)

| ***** Site Index ***** | | | | | | |
|------------------------------------|------|-----------------|------|------|------------------|------|
| <u>Marg. Site</u> | | <u>Med Site</u> | | | <u>High Site</u> | |
| 65 | 70 | 80 | 80 | 85 | 90 | 95 |
| Average Annual Growth (std. cords) | | | | | | |
| 1.15 | 1.26 | 1.36 | 1.49 | 1.62 | 1.77 | 1.92 |

Hardwood Yields (2/3):

| Species | Site Index | Cubic Ft. Growth | Bd. Ft. per Cub. Ft. | Annual Growth |
|---------|------------|---------------------|-------------------------|------------------|
| W. OAK | 70 | 60 | 4.07 | 244.44 |

- Note:
- (1) Sec. 537.25, Subpart C - Ordination System, Productivity Tables, Table 1, Loblolly Pine, Natural Soil Conservation Service, Little Rock, ARK., amended 11/83.
 - (2) Sec. 537.25, Subpart C - Ordination System, Productivity Tables, Cottonwood, Natural Soil Conservation Service, Little Rock, ARK., amended 7/87.
 - (3) Cubic foot volume converted to cords by using 74 cords/cubic feet. The factor of 74 based on 5,200 lbs per cord (Converting Factors for Southern Pine Products, D. L. Williams & W.C. Hopkins, Louisiana State University & USFS Southern Forest Experimental Station). Mart South)