

October 10, 2023

Timber Purchasers:

Bayfield County is offering 33 timber sales on 2,387 acres containing an estimated 100,072 tons of pulpwood and 1,163 thousand board feet (MBF) of saw timber. **PLEASE NOTE: all pulpwood will be sold and administered by the ton.**

The area encompassed by this timber sale and forest products from this sale including logs or chips of all species are 3rd party certified. Seller's forest certification information and chain of custody can be found at: <https://dnr.wisconsin.gov/topic/timbersales/certification>.

Please note: In this offering, some sales are advertised with a sale area acreage *and* a harvest area acreage. This is to differentiate between the size of the area actually being harvested and the size of the entire stand being managed. This primarily pertains to sales that contain gap, group, or patch harvests and will more accurately reflect harvested volumes per cut acre.

Prior to bidding, purchasers must request bid forms, sale maps, and contract specifications, for each sale of interest, from the Bayfield County Forestry and Parks Department. Information can be obtained by calling our office or visiting our website. All timber sale maps and bid sheets can be downloaded from the Forestry and Parks Department web page:

<https://www.bayfieldcounty.wi.gov/344/Timber-Sales>

NOTICE – Bidding Process: the bid opening process will be as follows:

1. **All sealed bids will be due by 11:00 a.m. on Monday, November 13, 2023.**
2. If hand delivering bids, please include your name on all envelopes.
3. All sealed bids will be opened in the Forestry and Parks Department office shortly after the mail arrives on Monday, November 13th, 2023. It is anticipated that the opening will occur around 11:30 a.m. on November 13th.
 - a. Similar to the last few bid openings, Forestry and Parks Department staff will open, record and summarize all bids received during this time.
 - b. The bid opening will occur in the County Board Room of the Courthouse in Washburn Wisconsin and is open to the public.
4. After all bids have been opened and recorded, Department staff will summarize the results of each timber sale.
5. The Forestry and Parks Committee will meet at 6:00 p.m. on November 13, 2023.
 - a. During the meeting, the bidding summary and preliminary results will be presented to the Committee. The Committee will act on the results, as per normal.
6. **NOTE 1: Bid Deposits. Normally, a 10% bid deposit is required with each timber sale bid. However, for this offering, Bayfield County will NOT require the 10% bid deposit. Please do not include a 10% bid deposit with your bids.**
 - a. However, if you are the winning bidder, the 15% performance bond is still required within 30 days.
7. **NOTE 2: Bid Retraction. If you are submitting multiple bids but feel there may be a need to retract some, and you will not be present during the bid opening, please include instructions with your bids. Prior to the opening of bids for each timber sale, we can pull bids based on**

your instructions, as per normal.

Every attempt will be made to provide official bid results in a timely manner. Unofficial bid results will be posted on our website within 24 hours of the opening. Any errors found during the bidding process may delay posting. Official results will be posted as soon as possible. Please allow us at least 24 hours to review and summarize all bids before calling to request results.

Bidding

For a bid to be considered it must:

- Include the completed bid form in an envelope clearly marked “**Timber Sale Bid, Tract # _____**” for each sale bid.
- Contain bid prices that are equal to or greater than each minimum bid price per species and per product listed on the bid form. Failure to do so will result in a rejected bid.
- As previously stated, a 10% bid deposit will not be required as part of this offering.

No bids will be accepted from a contractor who is delinquent in their financial obligations with Bayfield County or the State of Wisconsin or is in non-compliance with any timber sale contract with Bayfield County or the State of Wisconsin, as determined by Bayfield County.

- If there are sawlog volumes on the sale, the bid for those logs must be made price/thousand board feet, unless other arrangements are made with this department.
- If a purchaser would like to have their bid considered on a whole tree basis on a sale where whole tree volumes have not been advertised, they must contact this department prior to placing the bid. If Bayfield County allows whole tree harvesting on the sale, then this department will supply whole tree volumes upon which the bid will be based.
- Due to variations in harvesting techniques, utilization, scaling practices and end uses of the product, volumes listed are not guaranteed. The purchase price must be based on the purchaser’s observation of the sale. Bayfield County encourages professional training for logging contractors.
- A purchaser may also inquire about bidding based on utilizing to a 2” top. These volumes have not been advertised and are not available on all sales. On appropriate sales and upon request, a purchaser will be provided a bid sheet that reflects 2” volumes.
- The Forestry and Parks Committee reserves the right to reject any and all bids and to accept the bid deemed most advantageous to Bayfield County, as well as to withdraw any sale prior to the bid opening.

Winning Bidders

Successful bidders will be required to:

- Provide a performance bond equal to \$500.00 or 15% of the value of the contract, whichever is greater, within 30 days of the awarding of the contract or before work on the timber sale begins, whichever comes first. If using an irrevocable letter of credit or bond to satisfy the performance requirement, the document must be written to expire at least 30 days after the expiration of the timber sale contract.
 - The successful bidder may use an irrevocable letter of credit to meet the performance bond requirement.
- Carry workers compensation insurance and liability insurance for the duration of the contract in such amounts as are acceptable to Bayfield County.
- Make stumpage payments and supply additional money for the down payments according to the following schedule (which is based on the value of the contract):
 - Less than \$1,000.00, 100% payment required within 30 days of awarding of the

- contract.
- \$1,000.01 to \$5,000.00, 50% payment required within 30 days of the awarding of the contract, and 50% prior to harvesting the second half of the timber sale.
- \$5,000.01 to \$10,000.00, 25% payment required within 30 days of the awarding of the contract and 25% payments prior to harvesting each quarter of the sale.
- \$10,000.01 and greater, 25% before harvesting each unit.
- An irrevocable letter of credit may be used to secure stumpage payment. The letter of credit does not replace punctual payment but acts as security until the contractor receives compensation for the product. Failure to make prompt payments will result in drawing upon the letter of credit and a breach of contract.
- Provide the required performance bond, proof of insurance coverage and a certificate showing that an in the woods person meets the Wisconsin SFI training standard, within thirty (30) days of the awarding of the timber sale or the down payment that accompanied the sealed bid may be considered forfeit. When these are in place the purchaser must then sign Bayfield County's standard timber sale contract (which is available for review from this department).

Contract Expiration

Timber sale contracts will expire on **May 31, 2026** (unless otherwise noted on bid sheet).

Due to a rapidly changing biomass market Bayfield County may agree to amend existing contracts modifying utilization requirements and prices accordingly.

Other Notes

Since 2010, Bayfield County has worked closely with Towns (that contain County Forest land) to improve roads that provide access to the County Forest. To date, over \$850,000 has been allocated directly to Town road improvement projects. These funds are matched by the Towns and provided much needed improvements on roads that directly access County Forest timber sales.

In 2018, oak wilt was officially discovered in Bayfield County. Since then, it's been found in the Towns of Cable, Barnes and Delta. All timber sales that are located within 6 miles of these findings (that have an appreciable amount of residual red oak) will contain an April 15 through July 15 no harvest restriction. In addition, many sales in this offering contain similar no harvest restrictions, that will be adopted if oak wilt is discovered within a 6-mile radius of the sale area. This is the time of the year when one of the primary vectors for overland spread of the disease (a sap feeding beetle) is most active. Oak trees that are freshly wounded or harvested during this time period are at a significantly higher risk of infection. Once a tree contracts the disease, adjacent trees can become infected via belowground spread through root grafting. For more information on the disease, including ways to help protect trees from oak wilt, please visit the DNR website at: <http://dnr.wi.gov/topic/ForestHealth/OakWilt.html>

In March 2022, Emerald Ash Borer was officially confirmed in Bayfield County. If interested, here is a link to the DATCP page with more information on the detection:

https://datcp.wi.gov/Pages/Programs_Services/EAB.aspx