

2026



Land Revival

— Restore • Revive • Renew —

Land & Habitat Management Services

Eastern Red Cedar Removal

Land Revial, LLC

Hunter Vick

Jessica Vick

Our Why

When we began to work on Black Belt Prairie restoration projects, we sought to find a way to sell the Eastern Red Cedar trees rather than just mulching or burning them. By doing so, our goal was to not only allow these beautiful trees to be used, but also to offset costs incurred by our clients for the removal of the trees.

Eastern Red Cedar has encroached upon the Black Belt Prairie region. This and other factors have labeled the area as “critically imperiled.” These trees must be removed to restore the grassland ecosystem of the area.

We believe in the purpose of the restoration efforts and in giving our clients the best options to obtain their lands goals. We also believe in not wasting natural resources.

However, we do NOT set the demand for cedar (trust us, if we could, we would be working towards retirement). Since Eastern Red Cedar is not a “hot item” in Alabama– and Mississippi, respectfully– the options we have for harvesting are the only way that we can meet your land needs and frankly, stay in business.

We are constantly working to expand our reach of buyers to keep sales consistent so that we can continue the options set forth with as little risk as possible.

You’ve heard, “Rome wasn’t built in a day.” Though we have seen the Coliseum first hand, no one is lining up to see cedar lumber (not everyone thinks it to be as wonderful as we do). Our efforts to essentially create a market within Alabama and Mississippi for cedar hasn’t stopped since the first day we decided to sell these trees. We’ve done this not just for ourselves, but for our clients, too.

With all of the land management services that we offer, we know that this one can be the most misunderstood due to how niche it is. We hope that this information will better explain the process, demand, and genuineness of our work.



Hunter Vick
Owner



Jessica Vick
Co-Owner

Pine vs Cedar

Differences between pine and cedar that affect the buying and selling of each species.



PINE

- Pine is a multi-billion dollar industry within the state of Alabama (Alabama Power)
- You can easily view the current timber prices for pine on www.timberupdate.com
- Pine equates to roughly 20,076.7 million cubic feet of live trees in Alabama (Hartselle & Gray 8)
- Pine species used commercially equate to roughly 1,589.5 million cubic feet per year average annual net growth of live trees in Alabama (Hartselle & Gray 71)

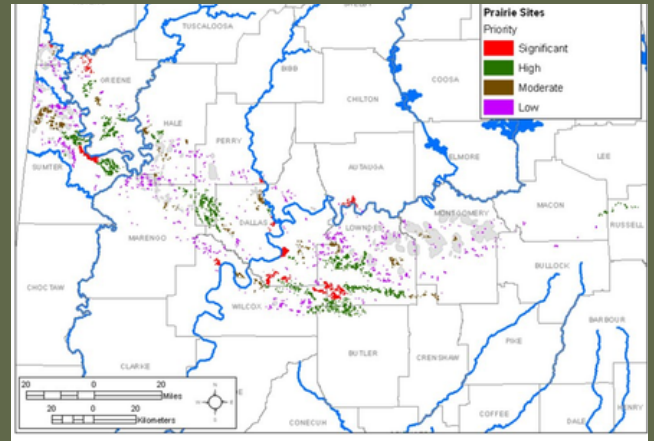


CEDAR

- Cedar trees are considered a specific type of lumber within the state of Alabama. No data is available due to the low sells overall.
- Eastern Red Cedar is not a listed timber for market on www.timberupdate.com.
- Eastern Red Cedar along with other eastern softwoods make up 48 million cubic feet of live trees in Alabama. (Hartselle & Gray 8)
- Eastern Red Cedar along with other eastern softwoods make up 8.8 million cubic feet per year of average annual net growth of live trees in Alabama (Hartselle & Gray 71)

Reason for Removal

- The Black Belt Prairie was once surveyed of an initial size of over 355,000 acres.
- Overgrazing and poor cultivation led to erosion, lack of fire, and the introduction of non-native grasses.
- Today, only 1% of the prairies remain.
- A cyclical effect of degradation has led to encroachment of Eastern Red Cedar.



MAP CREATED BY SCHOTZ & BARBOUR (2009) OF REMAINING PRAIRIE LOCATIONS DISTRIBUTED AMONGST HISTORICAL PRAIRIE LOCATIONS (BARONE 2005).



- Because of the fertile soils, ERC grows well in the Black Belt Prairie region, therefore resulting in the current takeover.
- These trees are often found in areas with previous disturbances and erosion.
- These trees provide immense shade cover which halts vegetation growth, suppresses fire, and disperses deer and other game species.

- Removal of the trees followed by fire has proven the most successful in scientific studies and wildlife professionals' experience.
- These removal methods, along with continued management practices, have resulted in maintaining native vegetation, decreasing invasive vegetation, and increasing wildlife habitat and presence.
- However, removal is expensive. Our logging operation has allowed for the cost of removal to decrease by essentially dispersing the cost through sales of the logs.
- Again, these methods do not promise a profit. Rather they help lower the cost of removal compared to traditional practices of only mulching.



Harvesting Operations

We know that our methods are not the same as a conventional logging operation. We hope this helps in understanding Land Revival's logging process.



Restoration First

Our methods of harvesting Eastern Red Cedar are done with a restoration-first mindset. Therefore, every step in our process is done to promote restoration of the Black Belt Prairie on our harvesting sites. To ensure that the proper plants grow from where these Eastern Red Cedars are removed, we do have to take special care of the Selma Chalk soil, especially since it is highly erodible. Despite our fondness of the cedar lumber, lumber production is not the long-term goal on these sites.

The Methods & The Means

Each tree is harvested with a chainsaw that we then use to delimb. We then use a John Deere 333g for stacking and loading logs. Limbs and tops of the trees are left for fuel for fire. They also serve other management purposes.

This step is often viewed as “not being aesthetically pleasing.” We completely understand. But by making everything “look pretty,” the risk of damage to the soil greatly increases. It also increases the hourly rate of work that landowners will pay.

From here, landowners have many options for continuing habitat management such as mulching and prescribed fires- which we are able to offer to our clients in addition to ERC removal.

Transportation & Options

Most of our log loads that require delivery are done by our 1997 Ford F700. This truck may be old, but it has proven (relatively) faithful. We offer delivery or pickup options. If you're needing lumber but do not have a sawmill that you're working with, we do offer cut lumber options.



Removal Options

Option 1

You, the landowner, allows Land Revival, LLC to keep all profits from the sale of logs. Option 1 does NOT mean that all trees will be cleared before moving onto another property. Land Revival, LLC can only sustain work as long as orders are in for logs. Clearing underbrush, clearing non-merchantable materials, and other land clearing and land management services are not covered in the log sales. Underbrush does need to be removed before logging so a cost on the landowner is incurred at the beginning of the logging process.

Option 2

Option 2 allows for trees to be removed faster by that you, the landowner, pays an hourly removal rate beginning at \$135 per hour. For each additional worker, the hourly rate increases by \$25 per hour. Land Revival, LLC will work with buyers for selling the logs. Log sales in this option does not guarantee that you will be make money or be fully reimbursed for your payment of services. This option does give landowners the option for getting the trees removed sooner with a cost-share-like structure.

For example, one load takes an average of 2 8-hour work days. At \$135+ per hour, this equals a minimum of \$2,160 due to Land Revival, LLC by you, the land owner, for work of those two days. Payment for this work is invoiced at the end of each week and due to Land Revival, LLC within 7 days of receiving the invoice. Land Revival, LLC is responsible for working with buyers to purchase the loads cut. Once a buyer is procured, Land Revival, LLC handles the delivery details with the buyer. Land Revival, LLC informs you, the land owner, of the sale. Land Revival, LLC takes a 5% brokerage fee from the sale of the logs. The sale of the logs can be reimbursed to the landowner.

Again, with this option, sales of logs are not guaranteed. We can only sell logs when buyers are ready to purchase. Logs are deemed “merchantable” based on buyers’ needs.

Any additional land clearing and land management services will be billed according tot he hourly rate of those services.

Option 3

You, the land owner, agrees to pay Land Revival, LLC an hourly rate of \$200+ to complete the clearing without any logging for resell.

Notes:

Total load cost is determined after the loads have been weighed.

The costs discussed here are strictly pertaining to discussions of cutting, removing, and harvesting Eastern Red Cedar. These costs do not include any other land clearing services offered by Land Revival, LLC.

Due to the nature of cedar sales, we have multiple buyers across multiple states. Some buyers need larger logs for their purposes. There are cases of us having to go to different properties to fulfill orders. Again, this is the nature of selling specialty logs.

Merchantable logs must have at least an 8 inch top and minimal to no root flare. Log values are also increased by more circular symmetry and fewer limbs.

Hourly rates are dependent on the number of people we have working. For example, the \$135+ hourly rates in Options 1 and 2 increase by \$25 per hour for each additional worker on site. If Hunter is not on site but has workers cutting trees, the hourly rate will still be \$100 per hour due to the frequent use of the skid steer for moving trees for safety and further cutting efforts.

Hourly rates can change depending on the costs of fuel, equipment, repair, etc. All costs will be discussed prior to beginning work.

Clean up of the area of the harvested trees is defined as windrowing or mulching of the leftover tree tops and branches. This is an extra service charged at the hourly rate above. For example, if you choose Option 1 and want clean up, you, the land owner, would be responsible for paying for the hours incurred for cleanup.

The tonnage price per load varies depending on the size of trees that the buyer requests. Therefore, the per ton cost will range from \$135 to \$170 per ton, depending on the size of logs.

Let's Cut To The Stump

- In a commercial market comparison of pine and cedar, there is essentially no market for cedar in Alabama and Mississippi. All sales that we have made have been for special orders to mainly local and small-business sawmills.
- Because pine is so readily available, pine is cheaper to work with commercially. It also grows much faster than cedar, making it the preferred lumber commercially.
- Due to the specialty of cedar lumber, the market is not big enough or profitable enough to pay landowners for their timber.
- Eastern Red Cedar orders are all specialty orders. We do not have a standing commercial order of cedar. Sells are extremely inconsistent. Though we may have four orders in one week by four different buyers, we may go three weeks without an order being placed.
- If you really don't believe us, go to your local lumber store. If they even have cedar on hand, check out the price differences.



So Why The Risk?

If you've made it this far, likely the question you have now is "Why would you give Option 1 as an option if it's not guaranteed that you can sell the logs?"

If you've also made it this far to receive this document, you've likely learned that we are very open people.

From a business and finance standpoint, Options 2 and 3 guarantee that we get paid and continue to run.

Options 2 and 3 give us more of a guarantee that we won't go homeless.

We believe that we have not only been called to have this business, but to be stewards of the land around us.

Taking on some of the risk allows us to serve more people and restore more areas.

Having Option 1 allows us to also help those who cannot receive assistance for the prairie restoration. It additionally makes a way for us to continue prairie restoration if funding and assistance cease.

As we said, we believe in the purpose of the Black Belt Prairie restoration efforts. We hope that by offering cedar removal in this way, we can continue them in the long term.

References

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