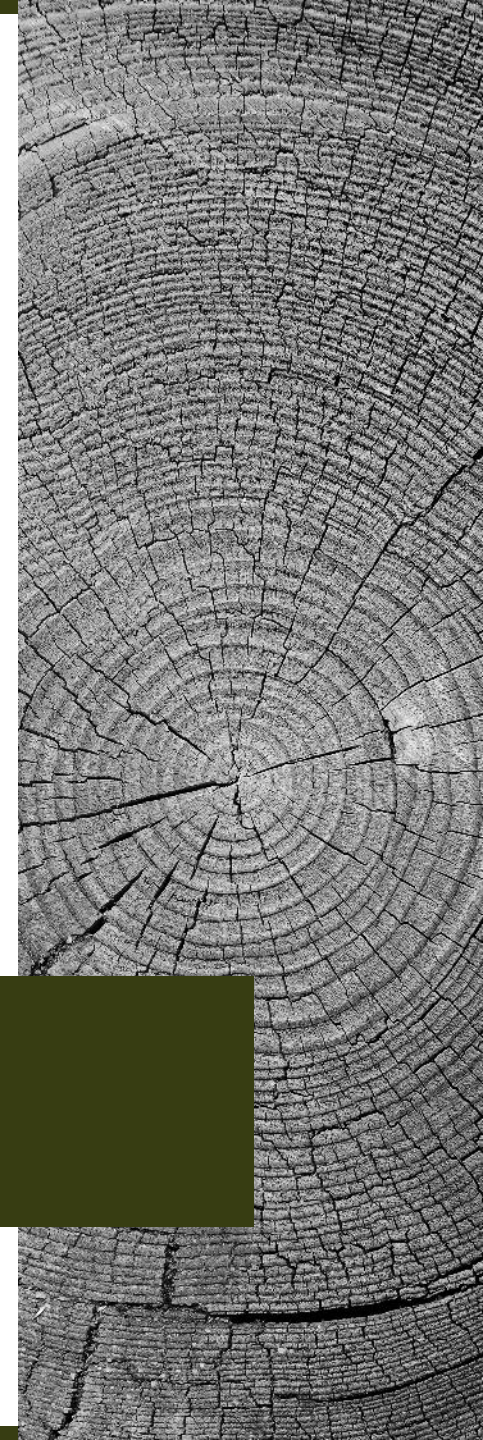


THE PROFITABILITY OF GROWING CHRISTMAS TREES

February 19, 2022

PickTN Conference

Andrew Bosserman, CPA



ANDREW BOSSERMAN, CPA

About Me

- Born and raised in Toledo, OH
- Graduated from Miami University (OH) with degrees in Accounting and Finance
- **Certified Public Accountant**
- **Former IRS agent** in Cincinnati, OH
- Owned and operated **Miami Valley Tree Farm** in Cedarville, OH from 2015 - 2018
- **Tax attorney** in Charlotte, NC
- Author of **tax articles** in *Christmas Trees Magazine*, *Great Lakes Christmas Tree Journal*, and *Journal of Taxation*
- Provides **tax, accounting, and consulting services** to Christmas tree growers and forest landowners at AndrewBosserman.com





With Blue Spruce seedlings - 2018



With tree spade - 2018




Hiking in Pisgah National Forest - 2020

DISCLAIMER

- The information presented is for informational purposes only and is not intended to provide specific tax or legal advice. Each individual situation is different and consultation with your own personal tax professional is strongly recommended before acting on any of the information contained in this presentation.

us19.list-manage.com



Andrew Bosserman, CPA
Christmas Tree & Timber Tax

Please complete this form to help me gather data for my presentation titled "The Profitability of Growing Christmas Trees" that will be presented at the PickTN Conference in February.

This survey is completely anonymous.

I'm looking forward to reading your answers!

Thank you!

How long have you been growing Christmas trees?

How many total acres are at your farm?

How many planted acres are at your farm?

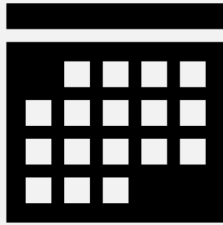
TN CHRISTMAS TREE GROWER SURVEY

Overview



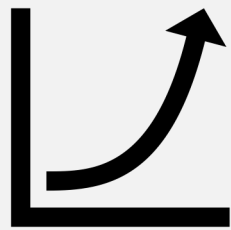
15

Christmas Tree Growers



168

Combined Years Experience
Avg: 11 yrs

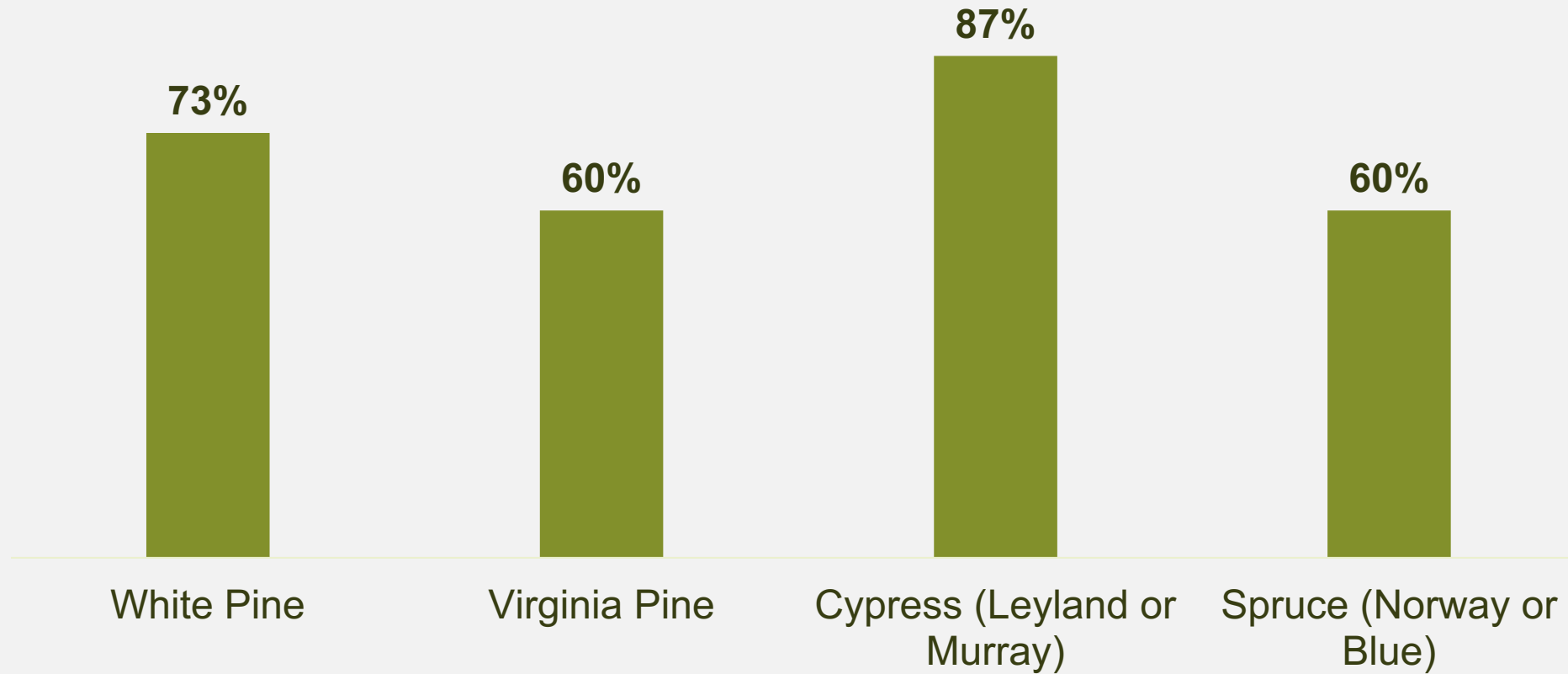


47%

Start-up Phase

POPULAR TREE SPECIES

% of Farms Growing



TREE SALES

All

**Farms do
Choose-and-Cut**

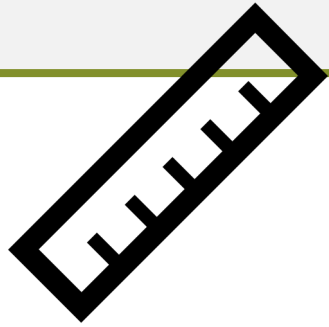
20%

Farms also Wholesale

88%

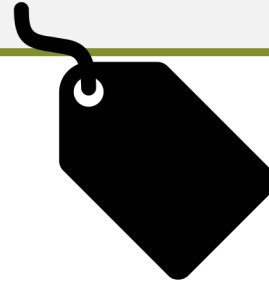
**Farms Selling Trees
Supplement with Pre-Cuts**

PRICING



50%

Range: \$7.50 - \$10.00 / foot



50%

Range: \$75 - \$100

TIME TO SHOW PROFIT



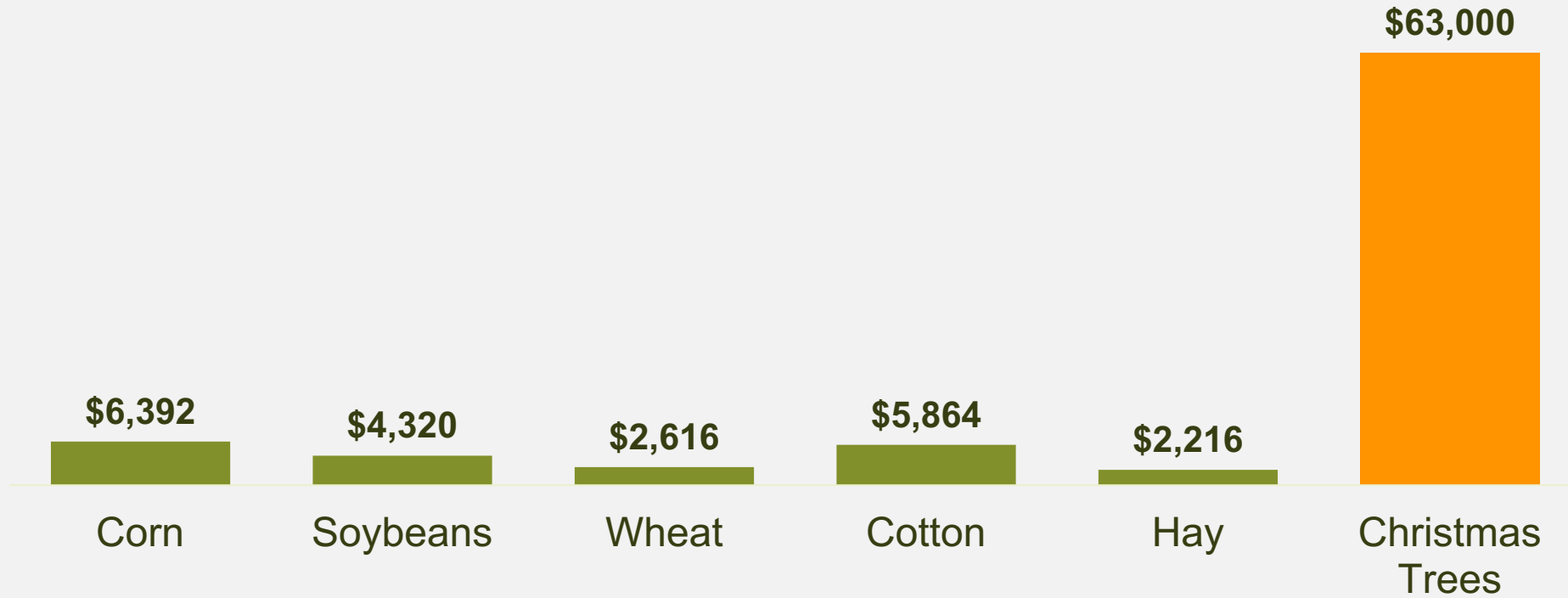
REVENUE PER ACRE

Revenue / 8 Years



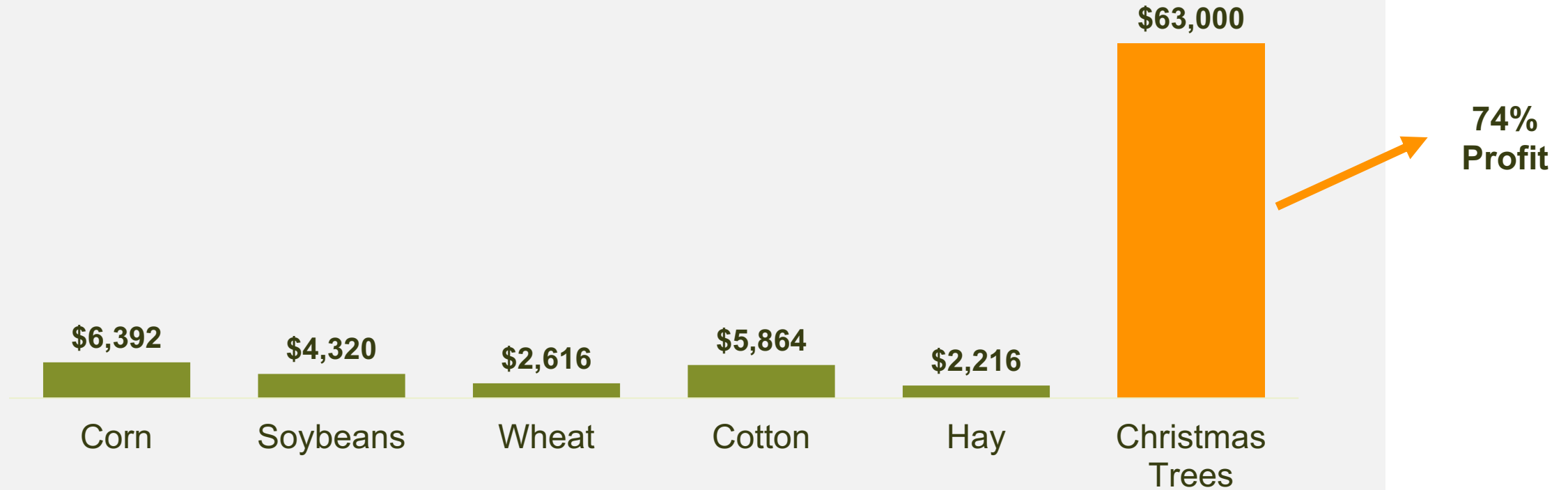
REVENUE PER ACRE

Revenue / 8 Years



REVENUE PER ACRE

Revenue / 8 Years



OTHER INCOME STREAMS

33%

**Growers Raise &
Sell Other Crops**

(Fruit, Honey, Pumpkins, Flowers, Vegetables)

40%

**Allow
Photographer
Rental**

- Festivals
- Weddings
- Wreaths
- Retail Merchandise

ADVICE FOR PROSPECTIVE GROWERS

“Patience”

“Start small and
grow your
business”

“Visit numerous
farms to **glean**
ideas from
experienced
growers”

“Don’t plant the
whole farm the
first year”

“Understand the
business
part, not just the
farming”

“If dollars were the sole measure of profitability, I would have closed 30 years ago. It is not! All the following are “profits” for me:

Providing jobs to 20-plus people in the community;

Sharing Christmas with 1,200 families;


Being recognized in the region;

Supporting charities I believe in; and

Providing a legacy for my family.”



How an Average Christmas Tree Grower Can Pocket an Additional \$27,782 Each Year

 April 28, 2020

CHRISTMAS TREE TAX RESOURCES | CHRISTMAS TREES MAGAZINE | SAVING TAXES

My previous articles have emphasized that the most effective way for a Christmas tree grower to save taxes is by making a capital gain election under IRC § 631.

This article analyzes in-depth just how much an “average” Christmas tree grower would save by making a capital gain election.

**Come Back at Noon to
Learn About the #1 Way
Christmas Tree Growers
Save Taxes!**

CONNECT WITH ME!



Andrew Bosserman, CPA

Christmas Tree & Timber Tax

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