

GREENWOOD LAND COMPANY

INVESTMENT.....CONSERVATION.....EDUCATION

Greenwood Land Company is recognized as a foremost authority on recreational land investment, ownership, management and resale throughout the Southeastern and Midwestern states. Founded by Don Webb in 2003, Greenwood Land specializes in premier properties that represent exceptional recreational and wildlife management potential.

A management executive and business owner for more than 20 years, Webb opted to blend his knowledge of the corporate world with his passion for land investment. For years, Webb had been identifying and investing in land with unrecognized potential and discovered he had a talent for it. Upon establishing Greenwood Land, Webb's desire was for the company to be much more than a land brokerage business. His vision was to build a comprehensive land management company renowned for its approach and skill in land acquisition, conservation, forestry and wildlife practices.

In addition to his role as President, Webb manages the land acquisition consulting division of Greenwood Land Company. He is directly involved in overseeing the land acquisition portfolios of clients, working with land trusts and 1031 intermediaries. Webb is often quoted in trade publications and will be sharing his knowledge about investment strategies for rural properties in a forthcoming book.

Due to Greenwood Land's focus and dedication to provide unparalleled land management strategies, it has been able to attract top industry talent. Greenwood Land professionals are knowledgeable and skilled in implementing management practices that create rewarding and profitable land ownership experiences for its clients. They also are passionate about conservation efforts and actively seek out, and have even developed, new methods and techniques. One team member, in particular, Dr. Jon Gassett, is widely regarded as an expert in the field of wildlife management and conservation.

Dr. Gassett has been credited with accelerating Kentucky's elk restoration program, increasing the quality of the deer herd in the state, while also spearheading efforts to prevent a fatal deer and elk disease from affecting Kentucky wildlife. At Greenwood Land, Dr. Gassett serves as Director of Wildlife Services, where he now applies his knowledge and experience to help restore fish and wildlife levels as well as help landowners achieve their goals.

Knowing that most landowners also rank scenic beauty high on their list of requirements, Greenwood Land tapped landscape design veteran Brian Ballard as Director of Land Aesthetics. Ballard's specialty is taking land with unrecognized potential, often resulting from distress or neglect, and transforming it into an aesthetically pleasing tract by strategically blending wildlife and timber strategies into an overall design.

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The company's forestry division is headed by forest products veteran Blake Orr, who earned Master Timber Harvester status in 2003. At Greenwood Land, Orr applies his breadth of knowledge and experience to advise private landowners how to protect, perpetuate and enhance their forest values through planned management.

Today, the company's team of professional consulting foresters actively manages more than 15,000 acres of timberland throughout the Southeast and Midwest. Properly managed forests not only yield greater amounts of wood products, but they can provide high-quality habitat for a region's most valuable wildlife species.

Greenwood Land's reputation as a leading land management company continues to grow. Its consultants are often approached by others to help with valuation and promotion of timberland and recreational property. Due to the growing interest, in 2008, the company launched the Greenwood Land Network, enabling real estate brokers, foresters, appraisers, and others to tap into Greenwood Land's technical resources and marketing programs.