INVENTORY FAQ

WHAT HAPPENED? The Pandemic caused demand for u-cut Christmas trees to increase dramatically. Every Christmas tree farm in the Country was impacted, and when we all asked to increase our seedling orders, the nurseries were not able to accommodate us for several years. When we finally did get more seedlings, we had a drought and quite a few of our seedlings died.

WHAT ARE WE DOING ABOUT IT? We did everything that we could, and we are still planting 5 times more trees than we sell in a year to try to catch up. We will recover and have an amazing inventory again, but that is still a few years away.

WILL YOU STAY OPEN IN THE MEANTIME? We are going to keep doing what we do and we are just going to be honest with our customers about the situation. Customers can decide if they want to continue supporting us during the shortfall or if they want to go elsewhere temporarily.

WHEN WILL IT GET BETTER? We hope to have a great inventory of trees up to eight feet tall in 4 years. It will take a little longer to rebuild our inventory of tall trees. But we will get there eventually.

DO YOU STILL HAVE LARGER TREES? We still have big trees (up to 25 feet), but fewer than we would like. Our large and imperfect trees may still be as good as it gets, because a lot of farms don't have any tall trees.

SHOULD WE COME TO YOUR FARM THIS YEAR?

> YOU SHOULD COME TO OUR FARM IF: i) you will enjoy visiting a large, picturesque tree farm; ii) you don't mind working hard to find a tree; iii) you are open minded on shape, size, and variety; and iv) you can live with a pre-cut tree if you don't find one you like growing in our fields. People interested in tall trees may also want to come to our farm, even though many of our remaining tall trees are not perfect (there are just not many tree farms with tall trees).
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> COMING MAY NOT MAKE SENSE IF: i) it might frustrate you that we do not have a lot of nicely shaped trees grouped by variety all in one spot; ii) you are looking for a specific variety and you will be disappointed if you cannot find a great example of that specific variety (especially if you want something other than a fraser fir); iii) taking home a pre-cut tree after exploring our fields would be a huge disappointment to you.

CAN I CUT A SMALL TREE? We historically said that all trees were fair game - but for the next few years we need to protect our smaller trees, or we won't have enough 6 and 7 foot trees to start the next season. We therefore ask that you select a tree that is at least 6 feet tall, even if you want a smaller tree in your house. Please bring the entire 6-foot tree to our baling station so our staff can verify that you started with a 6 foot tree. Once that verification is complete, our staff can assist in trimming your tree to your preferred size. We have 6-foot sticks available if you want to borrow one.

DO WE GET A DISCOUNT SINCE THE SELECTION IS LIMITED? No. In fact, one reason that our inventory is so sparce is that our minimum price was too low for too long, and we sold too many smaller trees. Our current $99 minimum U-cut price is designed to discourage people from cutting smaller trees. The result will be a better inventory in future years.

WILL YOU CLOSE EARLY?: Some farms close after a weekend or two, to protect their smaller trees. That just wouldn't feel like Christmas to us. So come late if that is when you can get the whole family together – just understand that the selection of growing trees will diminish as the season progresses.