

Stewardship

MAGAZINE '24



LANDLEADER.COM
THE NATIONAL LEADER IN LAND MARKETING

Rural America Welcomes You



JON KOHLER & ASSOCIATES

Representing the Best Land Stewards in the Southeast

Jon Kohler & Associates is a brokerage and marketing firm that specializes in representing only the finest hunting plantations, ranches, and high-quality recreational properties in the Southeast. Since 2010 alone, we have closed 415,966+ acres, totaling more than \$1.475 billion in sales. With a business model unlike other brokerages — one based on client advocacy — we place an extreme emphasis on national and international marketing and due diligence specialization.

With a servant's heart and a passion for natural places, Jon Kohler & Associates was founded to show these lands should be in a market by themselves and is now regarded as the leading authority on high-quality properties, representing the best land stewards in the Southeast. With

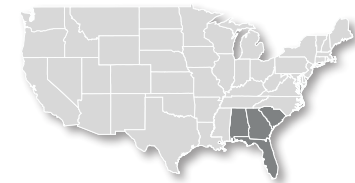
three decades specializing in this niche, our real estate brokerage, marketing, and advisor firm is best known as the preeminent source of knowledge of high-quality land, for our unmatched marketing, and for representing the top properties in this niche. We are founding members of LandLeader which currently has over \$1.5 billion in listings and a combined annual marketing budget of over \$1.2 million to promote our properties. In 2023, Jon Kohler was officially named the “No. 1 Recreational Land Broker in America” by the REALTORS® Land Institute, and Jon Kohler & Associates has been named “America’s Best Brokerage” by the Land Report for 14 years running. Our philosophy about these unique properties is that they are in an asset class by themselves. We are more than a traditional broker, our primary focus is to ensure good land stewardship is financially rewarded.



Serving Florida, Alabama, Georgia, and South Carolina | JonKohler.com



LAMONT, FLORIDA
850.508.2999



“

Jon Kohler gets it.

He understands what

land is all about.

”

– ALEXANDRA KAUKA
SELLER OF
CHINQUAPIN PLANTATION

OLD MAGNOLIA

WAKULLA COUNTY, FLORIDA
\$17,622,806 | 4,053± ACRES

A rare opportunity, this property encompasses two miles of deep-water river frontage on the St. Marks River, Gulf access, a second magnitude spring, deep water sink, and is the epitome of “Old Florida.” By all accounts, this is one of Florida’s last remaining coastal investments as one of the last large undeveloped, but developable, privately held properties on the entire FL/GA/AL coast.

- Preplanned for “higher and better use”
- 2,050± acres already fully platted
- Great recreation from a deer and turkey perspective
- Genetically superior Loblolly and Slash Pine
- Great cash flow and exceptional conservation easement play
- Ideal Social Storm Property™

► Jon Kohler, JD, 850.508.2999
Erica Kohler, 850.459.8733





BLACK ISLAND ESTATE

McIntosh County, GA | \$1,900,000 | 107± Acres

- 180-degree unobstructed waterfront views
- 3,000 SF three-bedroom/three-bath home with great porches
 - Breathtaking sunsets and moss-covered oak canopy
- Half-acre stocked pond and covered boat lift/dock house

Lori Bembry Weldon, 229.977.6065



MOELL OAKS

Decatur County, GA | \$1,290,000 | 92± Acres

- Majestic live oaks, along with rolling pastureland
- Inviting 1,832 SF log home overlooking the farm
- Horse barn with loft and office, separate efficiency apartment
 - Great wildlife — borders other large farms

Walter Hatchett, 850.508.4564, and Brett Bryan, 850.556.4362



FLATWOODS TIMBER

Madison County, FL | \$826,5000 | 435± Acres

- Excellent timberland investment in one of the strongest pine markets
 - Large stands of mixed cypress swamps throughout
- Great deer and turkey habitat and excellent wood duck hunting
 - Hunting lease income potential

Walter Hatchett, 850.508.4564, and Cole Schwab, 850.838.7680



HIDEAWAY

Jasper County, SC | \$799,000 | 40± Acres

- A slice of heaven: close to civilization, yet peace from it all
- Borders Tulifinny Plantation and Gregory Neck Plantation
- Two newly constructed ponds with depths pushing 12 feet
- 24 miles from historic downtown Beaufort, South Carolina

Jason Hewett, 843.247.2009



Lamont, Florida | 850.508.2999 | JonKohler.com

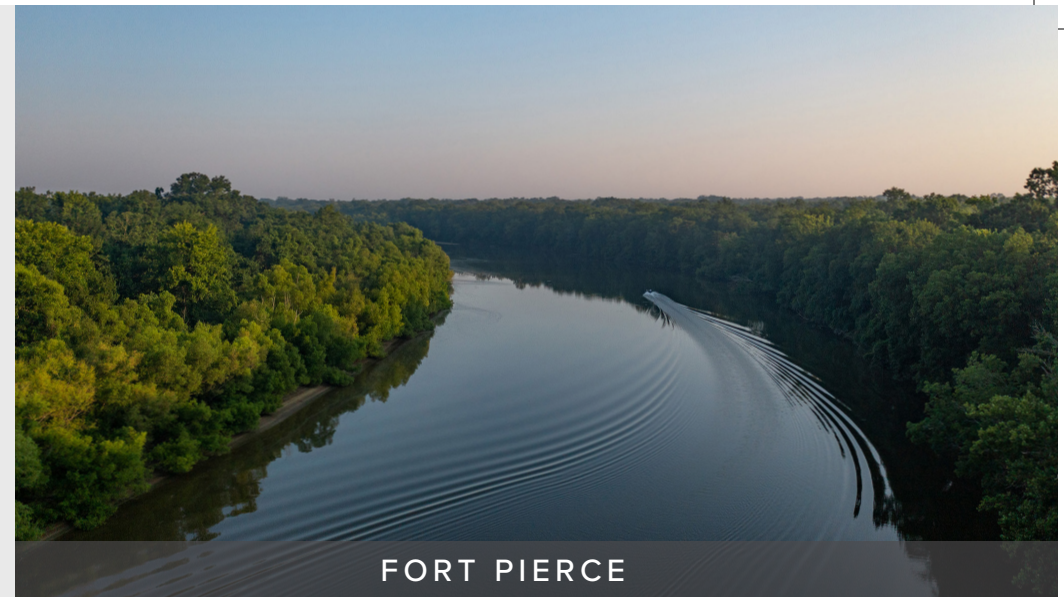


LILLIAN FARMLAND + DEVELOPMENT

Baldwin County, AL | \$11,600,000 | 1,602± Acres

- The largest row crop farming operation on the market in the state
- Fertile farmland just 30 minutes to Pensacola, Florida and Gulf Shores, Alabama
- Exceptional agricultural investment, hunt lease with six-figure income
 - Significant higher and better use potential

Tim James Jr., 334.652.4517



FORT PIERCE

Baldwin County, AL | \$12,950,000 | 4,300± Acres

- Historic legacy property with world class hunting and fishing
 - One of most game-rich properties in the state
- Pristine bottomland hardwoods and diverse pine uplands
- Three-bedroom lodge, with outdoor pavilion with fireplace

Tim James Jr., 334.652.4517



MOODY PLACE

Taylor County, FL | \$2,940,000 | 855± Acres

- Long term incoming producing commercial timber property
- Rarely do privately owned tracts of this size become available
 - Excellent deer, turkey and duck hunting
- Camp house and three-quarter-acre pond + great roadways

Bruce & Donna Ratliff, 850.838.6362



CYPRESS HILL

Madison County, FL | \$3,525,000 | 198± Acres

- The quintessential gentleman's farm
 - Three lakes: one 15± acre lake and two half-acre ponds with great fishing
- 5,395 SF four-bedroom/three-bath + two half-bath modern home built in 2020
 - Fully lighted five-stand skeet range

Jon Kohler, JD, 850.508.2999, and Walter Hatchett, 850.508.4564

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GUNPOWDER & GRIT: AN ODE TO THE LAND MANAGER

by JON KOHLER & ASSOCIATES

AT JON KOHLER & ASSOCIATES, WE HAVE THIRTY YEARS OF EXPERIENCE WORKING BESIDE SOME

of the Southeast's most steadfast land stewards. Men and women who own land not necessarily for financial gain, but for spiritual reward. These landowners have a goal beyond present-day enjoyment and more toward historical reverence and conservation for the future. Keeping land natural and healthy is a lot of work! Unsurprisingly, it takes a team to do all this. In steps the Land Manager — the individual with the energy and know-how to implement the landowner's goals and turn these worthy pursuits into reality.

From day one of Jon Kohler & Associates, we've revered the land manager. To us, he likens with advisors from the Old Testament such as Daniel or Joseph in their role to the Pharaoh. The land manager may not be the king, but on these properties he's the closest thing to it. His power lies in the fact that the landowner knows he will not prosper without his solid work ethic or heeding their good advice. It takes a rare skill set of knowledge, ambition and resources to manage the constraints they are under. Put it all together — and they do it all, even in the high heat of July through September.

"I have to admit, I have a bit of envy for how land managers spend their day — until the dog days of summer." — Jon Kohler

While historically a physically laborious profession, today's land managers must bring a certain savvy to the job. They must understand today's science of land management. There are national and local resources, such as Quail Forever and Tall Timbers, that share knowledge and support to help with just that. However, with upheaval and supply chain issues the norm these days, land managers are running major operations, with high monetary value, on limited resources — given that prices on necessities such as fertilizer and fuel continue to rise. Shortages of things as simple as feed are commonplace.

"Wild quail and good aesthetics are number one, products of fire and number two, products of diesel." - Jon Kohler

Even with these challenges, if there is anyone on this Earth more passionate about a tract of land than the landowner himself, it is the land manager. Most likely, this individual has had his hand in land management since, well, someone they respected in their youth first introduced them to it. For most, it started with a

childhood reverence. Seldom does one just decide to go into this complex field without being grounded in the land.

"I believe God called me to land stewardship." - Walter Hatchett, Jon Kohler & Associates. "Even as an unsteady toddler, I always wandered off to the woods — much to my mother's horror. I just couldn't keep my eyes off it. I had a desire to know everything growing and living out in that wood — a feeling that still sticks with me today."

It takes that sort of passion along with a healthy dose of grit and a huge portion of work ethic to manage a tract of land along with the owner's goals and their guests' expectations — all with Mother Nature's input. The land, the weather, and the wild game are not completely in our control. We can plant a tract of pine today, only to have a pop-up windstorm knock half of it down tomorrow. Maybe it's that challenge — a bit of taming the wild — that gets the property manager out of bed before sunrise each day.

"The greatest reward from all those years managing property is going back, 30 plus years later, and seeing the results: Superior deer because of the management program I put in place years and years before. Or, a stand of trees I planted as seedlings that are now imposing sentinels of the property." - Walter Hatchett

There is something Biblical about caring for the land, and something equally redeeming about taking land that has been damaged and restoring it. It is in Genesis, the first book of the Bible, where God outlines man's dominion over Earth:

"God said, Let Us make man in Our image... and let them have dominion... over all of Earth..." - Genesis 1:26

The work done by land managers is directed by God. God created Earth. He gave man dominion over it. The land managers today are following his directive while also creating beauty and sustenance that will last well into the future.

So, here's to the land managers — those unsung heroes of land stewardship that are daily working the land, with a little bit of grit, and help and direction from God above. ➤