



# Appalachian Hardwood *Sustainable & Legal*

Monthly newsletter of Appalachian Hardwood Manufacturers, Inc.

## '17 Fly-In Bigger, Busier Than Ever

*By Dana Lee Cole, Hardwood Federation*

In an increasingly polarizing political environment, making sure the hardwood story and how existing and proposed federal policies impact our businesses is at the forefront of our politicians' minds is vital.

The 2017 Hardwood Federation Fly-In brought hardwood industry leaders to Washington to tell their stories and relate the industry's message directly to the Members of Congress. Sixty representatives from across the U.S. came to Washington, D.C. on Sept. 13—our largest attendance in recent memory.

Appalachian Hardwood Manufacturers was very well represented by staff and membership...and its Board met in conjunction with the Hardwood Federation Board.

Fly-In participants were a great mix of knowledgeable veterans and eager new faces. They stormed the Hill in small groups and visited as many congressional offices as possible to make a real difference!

Hardwood Federation representatives attended almost 100 meetings with Members of Congress and staff. Sixty-four (64) meetings were held with members of the U.S. House of Representatives and thirty-five (35) more meetings with those in the U.S. Senate – more than 1/3 of the total in the Upper Chamber.

**(See Federation on page 5)**



## Marco Marriott Survives Irma; AHMI Meeting Set

The 2018 Annual Meeting of Appalachian Hardwood Manufacturers, Inc. is set at the JW Marriott Marco Island on Jan. 17-21, 2018.

The resort suffered only minor damage from Hurricane Irma and is completing final repairs this week. It opened for visitors on Oct. 2 and will be fully operational by the end of the week.

This is the third visit to Marco Island for AHMI and the first since the property became a JW Marriott in 2016. It is set on three miles of private white sand beach on the Gulf of Mexico. They are completing a \$320 million renovation, providing guests with luxurious accommodations, 10 restaurants, the Spa by JW® and two 18-hole championship golf courses.

The AHMI Annual Meeting is earlier than usual for 2018 to take advantage of availability and rates at the resort. Weather in January is typically mid-80s and sunny.

**(See Meeting on page 2)**

October 2017

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## ***The way I see it...***

By Tom Inman, AHMI President

...the joint meeting of AHMI and the Hardwood Federation was a HUGE hit. We had a great crowd, more than 100 meetings with Congressional members and staff and told our message to the people who can help or hurt us.

There were almost two dozen AHMI members and companies represented from most of our states. The training session gave us the key information and we hit the Hill to educate staff and Congress.

We were able to meet with many Representatives and only a few Senators and they listened. *(A full report on the issues is on the 1st and 5th pages of this newsletter.)* The top issues for AHMI members were Sawmill Residuals and Federal Forest Reform.

The hardwood industry supports House and Senate bills that give the same tax incentives to high efficient wood waste burning systems that are afforded to wind and solar. Biomass should get the same breaks as other "green" energy.

National forest fires should be treated as the disasters that they are and fought with FEMA money rather than US Forest Service budgets. The western fires are burning up dollars needed for federal forest management.

These issues and others received nods of approval from the Congressional leaders. We will watch to see if the votes follow.

Thank you to each AHMI member who took the time and expense to attend the Fly-In. Your support makes a difference having an impact in Washington. Please make plans to join us in September 2018 as we continue to work for positive change for the industry.

**Lowery  
Anderson,  
Roy  
Anderson  
Lumber  
(left) with  
Congressman  
Jamie  
Comer, R-1  
KY, and  
AHMI's Tom  
Inman**



## **Meeting from page 1**

The resort has three pools and a wide beachfront. There are endless opportunities for relaxation and fun with kayaks, wave runners, sailboats and other activities.

The AHMI business program includes presentations on:

**Solid Hardwood Furniture Design** - American Society of Furniture Designers President Catina Roscoe will discuss the return to solid wood furniture. Her firm, Catina Unlimited Design works with Amish and other domestic manufacturers.

**ExIm Bank In 2018** - EXIM Bank's export credit insurance provides business with the confidence necessary to enter new foreign markets, gain new customers and boost sales. Director Sharyn Koenig will discuss new programs for 2018

**Log Grading System** - The Hardwood Research Center at West Virginia University has developed a log grading system to help sellers and buyers better understand the material. HRC's Curt Hassler will explain the program.

**Certified Appalachian** - AHMI will introduce its certification program for hardwood lumber from the region. The brand has tremendous value around the world and this audited program will certify origin and sustainability.

**90th Anniversary of AHMI** - The association marks 90 years in 2018 and we will look back at the successes and people.

**Elect Officers and Trustees** - New officers and trustees will be elected for 2018-19.

There will be golf tournaments at The Rookery and Hammock Bay Golf Courses. Both have more than 7,100 yards in length with fast greens and pristine turf conditions.

There will a fishing tournament on Friday in the Gulf of Mexico. GoFishMarco will take teams out to try their luck and a chance at prizes.

AHMI will plan the Fun on the Beach for Saturday afternoon fobers to relax and enjoy the beautiful beach at Marco. Each evening we have scheduled outdoor receptions to watch the sunset!

The agenda and more information about the resort are available on page 6 of this newsletter. Make room reservations today at (239) 394-2511 and ask for the Appalachian Hardwood block. Meeting registration begins soon.

# Symposium To Discuss Oak Decline

Appalachian Hardwood Manufacturers Inc. invites you to participate in the 2017 Oak Symposium on Oct. 24-26 at the University of Tennessee in Knoxville. There are two days of seminars from leading researchers and academia and a third day for forest tours.

*(This is overlap with the National Hardwood Lumber Association Convention in Nashville but encourage you to review the schedule and consider the first day of presentations.)*

Sustaining the Oak resource is important to public and private land managers in the eastern United States. Oaks are threatened by natural succession, changes to disturbance regimes, urban development, and lack of critical knowledge for management.

The symposium will be hosted by the University of Tennessee (UT), Department of Forestry, Wildlife, and Fisheries with sessions on forest health, emerging economic markets, silviculture for climate change, managing for Oak regeneration, Oak decline, and prescribed burning.

AHMI is one of the Symposium co-sponsors. For more information and to register for one day or the entire conference, please visit the Symposium website at <http://www.outreach.utk.edu/Conferences/Sustaining%20Oak%20Forests/announcement.html>.

## AHMI Forestry Division Plans Dinner Meeting at Symposium

KNOXVILLE, TN - AHMI Forestry Division Chairman Mike Hinchler invites all Forestry Division members and guests to a dinner preceding the Oak Symposium to learn about the US Forest Service update on hardwood inventory in the Appalachian Region.

USFS Forest Inventory Analysis Researcher Dr. Chris Oswalt did the initial work on the region in 2007 and that became the basis of the Appalachian Hardwood Verified Sustainable program. He will present information on the 10-year update for the Appalachian Region.

The dinner will be held at 6 pm on Oct. 23 at Calhoun's on the River, just a few blocks from the Symposium host hotel. It is free to AHMI members and there small fee for non-members and guests.

You must register in advance to attend. Please email [tom@appalachianwood.org](mailto:tom@appalachianwood.org) by Oct. 18 to be included in the dinner count. For more information, call the AHMI office.

# Workshops Offer Information On SFI Certification

Market leaders know their choice of wood products has a direct impact on forests and communities at home and around the world – today and into the future. Dozens of hardwood product manufacturers have chosen to certify their products to the Sustainable Forestry Initiative® (SFI) Standards, a marketing movement trending across North America.

Learn how these companies are using SFI certification to improve their sales and marketing opportunities at two workshops this fall co-sponsored by AHMI and the Wood Products Manufacturers Association. They are:

**Wednesday, Oct. 25** from 2-5 pm at the Omni Nashville during the NHLA Convention.

**Thursday, Nov. 2** from 9-11 am at the Doubletree Hotel Newark Airport, Newark, NJ.

The demand for wood products certified to the SFI Standards was further expanded in 2016 when the U.S. Green Building Council (USGBC) issued an Alternative Compliance Path (ACP) that recognizes wood from the Sustainable Forestry Initiative (SFI) program.

During this workshop, SFI will present information on these market trends, and how an organization can achieve third-party certification to the SFI Standard.

To register for the workshops or for more information, please contact the AHMI office or email [info@appalachianwood.org](mailto:info@appalachianwood.org).

## 4 - October 2017 - Appalachian Sustainable Inman Updates PY On Verified Sustainable

STATE COLLEGE, PA - Appalachian Hardwood Manufacturers, Inc. President Tom Inman spoke at the September meeting of the Penn York Lumbermen's Club sponsored by AHMI member Walker Lumber Co.

More than 100 people attended the meeting of lumber producers, distributors and secondary manufacturers from the northeast. The session preceded the Pennsylvania Forest Products Association Annual Meeting.

Inman updated the group on the 10th anniversary of the Appalachian Hardwood Verified Sustainable promotion and new details from the US Forest Service. The ratio of growth to removal in the region has improved to 2.4 and more than 65 million acres of forests are growing in the Appalachian region.

Almost 75 percent of AHMI members participate in AHVS and the AHMI Board recently approved plans to certify the program in 2018. Inman also explained the report shows a decline in oak and hickory growth and rise in maple and beech.

## High Point Furniture Market Is Oct. 14-18

The High Point Furniture Market is the largest furnishings industry trade show in the world, bringing more than 75,000 people to High Point every six months.

The fall 2017 event is set for Oct. 14-18 with 2,000 exhibitors filling more than 180 buildings. Participants attend from more than 106 countries.

Showroom hours are Saturday – Wednesday: 8am – 7pm. Appointments are recommended prior to arriving to make sure staff is available.

If you plan to attend, please contact the AHMI office for assistance with transportation and hotels. Our office is located across the street from free market shuttles and we can help with showroom locations and more.

We can also assist with furniture showroom locations and general information. Call AHMI at (336) 885-8315.

## AHMI Trade Show / Meeting Activities

Appalachian Hardwood Manufacturers, Inc. will attend / display at the following meetings and other events to promote solid hardwood and AHMI member companies:

Oct. 12-13: **Qingdao Furniture Association Meeting**, High Point, NC

Oct. 14-18: **High Point Furn. Market**, High Point, NC

Oct. 16: **American Society of Furniture Designers**, High Point, NC

Oct. 24-26: **Oak Symposium**, Knoxville, TN

Oct. 25: **SFI Certification Workshop**, Nashville, TN

Oct. 25-27: **NHLA Convention**, Nashville, TN

Nov. 2: **SFI Certification Workshop**, Newark, NJ

Nov. 14: **Appalachian Lumbermen's Club**, Johnson City, TN

Jan. 9, 2018: **Appalachian Lumbermen's Club**, Hickory, NC

Jan. 17-21: **AHMI Annual Meeting**, Marco Island, FL

Feb. 6-8: **IHLA Convention**, Indianapolis, IN

Feb. 12-13: **Hardwood Federation**, Washington, DC

March 13: **Appalachian Lumbermen's Club**, Greensboro, NC

April 11-14: **NWFA Flooring Expo**, Tampa, FL

May 3-6: **Appalachian Lumbermen's Club**, Myrtle Beach, SC

## Follow AHMI On Twitter, Facebook

Appalachian Hardwood Manufacturers, Inc. invites you to follow us on Facebook and Twitter to keep up with the latest news and information about AHMI members and the association.

Our Facebook page is **Appalachian Hardwood** at <https://www.facebook.com/AppalachianHdwd>

Our Twitter account is **Appalachian Hardwood** at <https://twitter.com/AppalachianHdwd>

Please follow us today and share our accounts with others in the hardwood industry to get our Solid Appalachian Hardwood message out.

## Federation from page 1

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We also were able to visit with members at our Hardwood Federation PAC reception and breakfast. The meetings on Capitol Hill covered five of the Federation's priority issues:

- **Federal Forestry Reform** – H.R. 2647 the "*Resilient Federal Forests Act of 2017*" from the only Forester in Congress, Rep. Bruce Westerman (R-AR), has been re-introduced in the House and continues to address badly needed reform to federal land management, while also considering concerns regarding forest fire funding that currently consumes over 50% of the US Forest Service budget;

- **Tax Reform** – HF supports a Federal tax system that maintains a healthy economic environment for small, medium, and large companies, as well as family owned and operated businesses. Reform of the tax code should include S-Corp. benefits – including protecting assets, pass-through taxation, straightforward ownership transfer, employee stock ownership plans and heightened credibility, a reduced estate tax, and tax structures that benefit forest land owners;

- **Sawmill Residuals** – HF supports the Biomass Thermal Utilization Act (H.R. 3161 and S. 1480) which qualify high efficient biomass heating systems for the same investment tax credits (30% of install cost) as other renewables. HF also supports the Community Wood Energy Program (CWEP) included in the Farm Bill.

- **Tall Wood Buildings** – HF Supports the Timber Innovation Act (TIA) (H.R. 1380 and S. 538) which helps develop new markets for wood products using Cross Laminated Timber (CLT).

- **MAP and FMD** – HF strongly supports full funding for the Market Access Program (MAP) and Foreign Market Development (FMD) program as authorized in the 2014 Farm Bill and full funding going forward, including in the 2018 reauthorization of the Farm Bill.

During the annual Opening Reception at the Marriott Marquis following a full day of Board Meetings, we were fortunate to hear a few words from Sen. John Tester (D-MT). He is a generational family farmer and music teacher and understands the hard work of our industry as a man

of similar agricultural and manufacturing interests. He has seen first-hand the devastation of the catastrophic wildfires increasingly affecting the West and just the week prior was on his ranch surrounded by smoke.

Following the Wednesday reception, Rep. Tom McClintock (R-CA, 4), Chairman of the Natural Resources Subcommittee on Federal Lands, spoke to the group during dinner. He gave an impassioned speech on the need for better Federal Forest Management as he has also seen first-hand the effects of wildfire in the West as it has, and continues to, burn vast swatch of his home district. The memorable words were followed by a rousing standing ovation from our HF attendees and many of the audience asked for copies of his speech.

For the second year in a row the evening was capped by a stunning night tour of the U.S. Capitol, lead this year by Rep. Virginia Foxx (R-NC, 5), who proved to be a wealth of knowledge. The visit featured visits to the Speaker's Balcony with its glorious views of Washington D.C. at night, the rare opportunity to sit on the Floor of the House of Representatives, and time exploring the many gorgeous rooms and old Chambers. A special treat was the after-hours visit to the Lindy Claiborne Boggs Women's Reading Room, which during the day, or when Congress is in session at the Capitol, is accessible to women only. This historical space was also where John Quincy Adams died before its current occupancy. You never know what will happen during the Hardwood Federation Fly-In!!

We hope everyone enjoyed their time on the Hill, learned something new, and came away with a new appreciation of how their engagement can make a difference on public policies made in Washington. I encourage everyone reading this to join us for next year's Fly-In so we can reach more offices and be even more effective. We hope you can join us!

For more information on the Fly-In, issues discussed, or to find out about participating in Fly-in 2017, contact the Hardwood Federation at (202) 463-2705.



6 - October 2017 - Appalachian Sustainable

## Marriott Marco Island Is Top SW Florida Venue

The JW Marriott Marco Island Beach Resort is the location for the 2018 AHMI Annual Meeting on Jan. 17-20 and offers stunning new guest accommodations, new and re-imagined restaurants, state of the art fitness and relaxation areas.

The \$320 million renovation gives the resort a new dimension in luxury, and more ways than ever to work and play in southwest Florida. Marco Island is about 40 minutes southwest of the Naples/Fort Myers International Airport with private shuttle service and car rentals available.

The resort has luxurious guest rooms and suites that create an atmosphere of well-being, balance, and harmony. The accommodations for the AHMI group begin at \$329 per night and include suites with gulf views and standard rooms.

While at the Marriott, be sure to schedule a visit to the Spa by JW®, where they focus on Calm, Renewed, Indulged and Invigorated. The expert staff can customize a treatment to meet any need. Appointments are required and available at (239) 642-2686.

With 10 places to dine and lounge at the resort, sometimes a trip's greatest luxury is in having the time to savor life one amazing bite at a time. Please review the list at [www.jwmarco.com/Marco-Island-Restaurants/Dining-4.html](http://www.jwmarco.com/Marco-Island-Restaurants/Dining-4.html).

Room reservations are available now by calling the resort at (239) 394-2511 and ask for the Appalachian Hardwood block. Rooms are available two days before and after the meeting at the AHMI rate.

AHMI Meeting Registration will be available soon at [www.appalachianwood.org/meetings.htm](http://www.appalachianwood.org/meetings.htm).

### 2018 Annual Meeting Agenda

**Wed., Jan. 17**

6 p.m. Early Bird Reception

**Thurs., Jan. 18**

Morning activities on your own

3 p.m. AHMI Board of Trustees

6 p.m. Welcome Reception

*Dinner on your own*

**Fri., Jan. 18**

8:30 a.m. General Session

1) Solid Hardwood Furniture Design

2) Exim Bank Programs For 2018

3) Certified Appalachian

12 p.m. Fishing Tournament

12 p.m. Golf Tournament

6 p.m. Friday Reception

*Dinner on your own*

**Sat., Jan. 19**

8 a.m. Producers Meeting

8 a.m. Distributors Meeting

9:15 a.m. General Session

1) Log Grading Rules

2) AHMI 90 Anniversary

3) Election of Officers & Trustees

12 p.m. Golf Tournament

1 p.m. Fun on the Beach

6 p.m. Saturday Reception

**Sun., Jan. 20**

7:30 a.m. Fellowship of Christian Lumbermen

ENJOY FLORIDA

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## Wood Waste Plant Set For Southern WV

SMOOT, W. Va. - The newly-formed PPD of WV One will build a \$73 million synthetic fuel plant in Greenbrier County, West Virginia, to convert solid waste materials to diesel fuel and biochar, a charcoal used in soil for agriculture.

The resource for the plant will primarily be wood waste from the region's growing forestry and wood products industry. The facility will uti-

lize a clean energy system that produces an inexpensive hydrogen gas stream on demand from biomass and waste sources.

The project will create approximately 160 construction jobs, with an additional 60 to 100 fulltime jobs once the plant enters operation. Construction is scheduled to begin in late winter or early spring.