

Appalachian Hardwood *Sustainable & Legal*

Monthly newsletter of
Appalachian Hardwood Manufacturers, Inc.

January 2019



Plans for '19; Workforce Help Top Agenda

Business planning for succession, the 2019 economy and attracting workers are key agenda items for the **2019 Annual Meeting** of Appalachian Hardwood Manufacturers on Feb. 20-24 at The W Hotel in Fort Lauderdale, FL.

These business sessions and speakers are:

U.S. Economy In 2019 - UBS Chief Financial Information Officer Jonathon Woloshin will forecast what forest products business owners can expect in 2019. The company has updated homebuilding, real estate investment and forest industry modeling to provide valuable insight.

Succession Planning for 2019 - TJT Consulting's David Jacobs and Rob Case will discuss new business strategies available to owners preparing for the future. They report that too often planning is postponed and they will offer success stories from AHMI member companies.

Workforce Solutions In Appalachia - The Southwest Virginia Alliance for Manufacturing has developed programs that "work" attracting and retaining employees in the Appalachian Region. Director Stephanie Surrett will explain successful ways to hire and keep quality workers.

Appalachian Hardwood 401k Plan - UBS Financial experts will detail the AHMI 401k plan that allows multiple companies to pool retirement accounts and saves thousands in expenses and helps employees grow their retirement.

There will also be recognition of **AHMI Annual Member Anniversaries** and Chairman Lowery Anderson will present the State of the Association. Meetings are scheduled for **Producer and Distributor Divisions** to discuss issues of importance to their sectors.

The Annual Golf Tournament is Friday at Jacaranda Golf Club in Plantation, FL. The Annual Fishing Tournament is Friday on the Atlantic with

**2019 AHMI Annual Meeting
Feb. 20-24 @ The W Hotel
Fort Lauderdale, FL**

sportfishing from chartered boats.

New this year! A trip to **TopGolf Miami Gardens** for fun and competition on Saturday. Or you can join the group on Saturday on the Beach from 1-4 pm. There will be ample time for networking with members and guests at receptions, events and dinners throughout the Annual Meeting.

The W Hotel is a contemporary oceanfront venue and recently completed a \$50 million renovation. The beachside resort offers guestrooms with ocean views, Living Room Terrace four floors above the ocean and rooftop views from two pools.

Please make your room reservations by Jan. 20 by calling the W Hotel at 854-414-8200 and ask for the Appalachian Hardwood block. You may also follow a link on the AHMI website. Please make dining reservations at the same time at The W's award-winning steakhouse, creative Mexican restaurant, or sushi bar.

Make your airline reservations today for the best choices to Fort Lauderdale or Miami airports.

Car service is available for AHMI Members from FG Services for up to 6 people in a SUV for \$75. Make your reservation at (805) 998-8121 or info@fgcarservices.com. Uber and taxi services available.

For more information see the agenda on page 2 or call AHMI at (336) 885-8315 or info@appalachianhardwood.org. We look forward to seeing you in Florida in February!

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2019 AHMI Annual Meeting Agenda & Activities

Wednesday, Feb. 20

6 p.m. **Early Bird Reception** at W's Living Room Veranda

Thursday, Feb. 21

Informal golf and fishing available. Call AHMI

2 p.m. **Board of Trustees Meeting**

4 p.m. **Registration Opens**

6 p.m. **Welcome Reception** at WET East

Friday, Feb. 22

8:30 a.m. **General Session** in Studios 2-5
Business Presentations

10 a.m. **Ladies Shopping** on Las Olas Boulevard

11:30 a.m. **Golf Tournament** at Jacaranda Golf Club

12 p.m. **Ocean Fishing Tournament**

1-3 pm **Breakout Sessions with TJT Consulting**

4pm **Ladies Return** from Las Olas

6 p.m. **Reception** at W Terrace

Saturday, Feb. 23

8 a.m. **Producers Meeting** (*Producers only*)

8 a.m. **Distributors Meeting**

9:15 a.m. **General Session** in Studios 2-5
Business Presentations, Chairman's Report,
Annual Meeting & Member Anniversaries

11:30 a.m. **TopGolf Event** in Miami Gardens

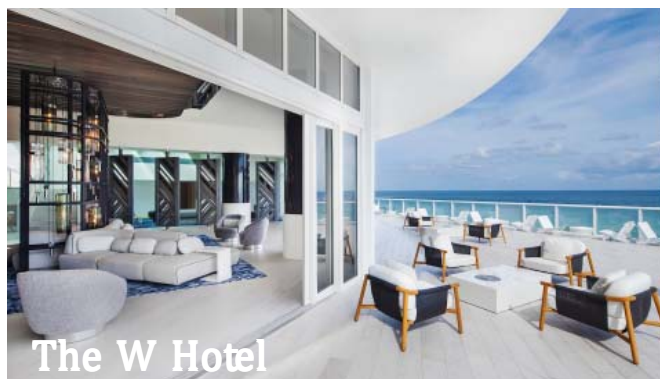
1 p.m. **Beach Fun**

6 p.m. **Reception** at WET West

Sunday, Feb. 24

8 a.m. **Fellowship of Christian Lumbermen**

Enjoy Florida and have a safe trip home



"Love everything about this hotel. Right on the beach. Very nice lobby, rooms were outstanding and so was the service. You're right in the middle of everything! Lots of places to eat and drink. Hope you have as much fun as we did!" - TripAdvisor Review

Dining...

STEAK 954

James Beard Award Winner Stephen Starr offers a unique interpretation of a classic steakhouse at beachside Steak 954, serving dry-aged meats, delectable sides and innovative cocktails. Snap a photo of the glowing 15-foot jellyfish aquarium. Reservations required. Open for dinner. Dress code: Smart Casual.

EI VEZ

Savor authentic Mexican flavors and creative cuisine at this wildly popular Beach restaurant. Open for breakfast, lunch and dinner. Dress code: Casual

SUSHI BAR

Bite into fresh sushi and sip creative sake cocktails at the Living Room Sushi Bar. Tasty appetizers and bold rolls offer a modern take on sushi fare.

Dozens of restaurants/bars in walking distance.

Activities...

Enjoy the **Atlantic Ocean beach** with lounge chairs set for you included in your daily service!

Keep your glow going after a day on Fort Lauderdale Beach with a visit to the **Bliss® Spa**. Pamper yourself 17 floors above the resort with ocean and intracoastal views and indulge in: Body scrub; Body wrap; Couple's Massage; Eye Treatments; Facials; Lip Treatments; Manicures/pedicures; Massages; Steam room; and Waxing. Hours: Wed-Sun: 9 AM - 6 PM and Appointment is Required. Phone: 954-414-8232.

Golf Tournament at Jacaranda Golf Club on one of the best courses in South Florida. It earned a Four-Star rating in Golf Digest and hosts many PGA, USGA, and FSGA Championship events.

TopGolf Miami Gardens on Saturday is a premier venue in Miami Gardens with point-scoring golf games for all skill levels, upscale bar food and drinks, music and more!

Take the **WaterTaxi** to stops along Fort Lauderdale with a pickup two blocks from the hotel.

Register online at www.appalachianhardwood.org/meetings

Appalachian Hardwood Social Media In 2018

Appalachian Hardwood Manufacturers expanded our social media presence in 2018 with hundreds of postings on Twitter, Facebook and Instagram. Below is a report:

Twitter: @AppalachianHdwd

Tweets: 329

Impressions: 59,221 (the # of times AppalachianHdwd's followers sent our tweets)

Profile Visits: 943

Featured Member of the Week:

Every Tuesday and Thursday, AHMI highlights Distributors, Forestry, Producers and Suppliers on social media accounts. Each post includes a LinkedIn article with information from each member's website along with a graphic of the company logo.

- o Producers: September 2018- December 2018
- o Distributors/Forestry: October 2017- May 2018
- o Suppliers: May 2018- September 2018

Species of the Week:

A Species of the Week graphic is posted on Facebook, Twitter and Instagram every Monday, Wednesday and Friday. Information includes the the wood description, main uses, forest distribution and more.



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:

Jan. 8: **Appalachian Lumbermen's Club Meeting**, Asheville, NC

Jan. 28-30, 2019: **Hardwood Leadership Development Retreat**, Greensboro, NC

Feb. 4-6, 2019: **IHLA Convention**, Indianapolis, IN

Feb. 11-12: **Hardwood Federation**, Washington, DC

Feb. 20-24, 2019: **AHMI Annual Meeting**, Fort Lauderdale, FL

March 6-9: **Cabinet and Closets Expo**, Charlotte, NC

March 12: **Appalachian Lumbermen's Club**, Greensboro, NC

March 22-24: **HMA National Conference**, Savannah, GA

April 2-4: **KFIA Annual Meeting**, Lexington, KY

April 6-11: **High Point Furniture Market**, High Point, NC

May 1-3: **NWFA Flooring Expo**, Fort Worth, TX

May 2-5: **Appalachian Lumbermen's Club**, Myrtle Beach, SC

July 28-30: **AHMI Summer Conference**, The Greenbrier, White Sulphur Springs, WV

Oct. 2-4: **NHLA Convention**, New Orleans, LA

Oct. 19-23: **High Point Furniture Market**, High Point, NC

For more information or to participate in these events, please contact the AHMI office. If you have suggestions for other promotion opportunities, please contact AHMI.

AHMI Resource Guide

Appalachian Hardwood Manufacturers, Inc. mailed its Certified Sustainable Resource Guide information recently. It is distributed to thousands of lumber buyers around the world. Please return your materials by Jan. 31 to be included. If you have questions about these, please contact the AHMI office at 336)885-8315.

Appalachian Hardwood Successes In 2018

PROMOTION

- Marked the 90th Anniversary of the association with presentations at the Annual Meeting and Summer Conference with milestones. The reports recognized past chairmen, members and directors.
- Established the Certified Appalachian Hardwood Legal & Sustainable program that provides a third-party audit of member companies to the standards.
- Continued the Appalachian Hardwood Verified Sustainable and Verified Legal programs for member companies that did not complete the audit process. The promotion utilizes U.S. Forest Service data for the Appalachian Region to prove that growth-to-removal is 2.4 to 1. Legality is proven by records kept on site from timber owners and vendors.
- Merged all AHMI websites into one location - www.appalachianhardwood.org.
- Published 2018 Appalachian Hardwood Verified Sustainable and Legal Resource Guide with member information and advertisements. Guide is mailed to more than 8,000 wood consumers, distributed at trade shows and emailed to 12,000 buyers around the world.
- Participated in Spring and Fall International Home Furnishings Markets in High Point, NC, and sponsored an American Society of Furniture Designers Pinnacle Award. The AHMI Fall Market was in conjunction with the market.
- Participated in 23 state, regional and national association meetings and trade shows as a speaker, exhibitor and attendee.
- Distributed hundreds of promotional brochures and wood sample kits to wood consumers, individuals, schools and civic groups.
- Financial support of the Hardwood Federation and the American Hardwood Export Council.



PROMOTION - Export

- AHMI staff participated in trade show in China.
- Staff hosted Chinese buyer trade mission with U.S. Commerce Department.
- Distributed trade leads to Export Division members.
- Member of the American Hardwood Export Council Executive Committee.



EDUCATION

- Assisted Hardwood Federation in legislative programs to U.S. Congress.
- Completed presentations at High Point University and NC State University.
- Co-sponsored teacher education workshop in Tennessee.
- Scholarship to a West Virginia University student in the forestry program.
- Scholarship to Kendall School of Furniture Design student.



MEMBERSHIP

- Membership stable at 200 member companies.
- Three successful membership meetings.



FORESTRY

- Advocate for active management of the Eastern hardwood forest through letter writing, visits with decision makers, and participation in pro-forestry groups.
- Staff is active with state forestry associations and on the board of the NC Forestry Association.

AHMI Mourns Passing Of Mrs. Pat Crites

Appalachian Hardwood Manufacturers Inc. is sad to report the passing of Mrs. Pat Crites, co-founder and co-owner of Allegheny Wood Products, on Dec. 27.

Patricia Ann (Cole)Crites, age 76, of Petersburg, WV, was born August 28, 1942 in Boone County, WV, and was the daughter of the late Elbert Lee Cole and Janice Erle McCoy Cole. She graduated from Van High School as Salutatorian of the class of 1960 and graduated in 1964 from West Virginia University, Magna Cum Laude, with a Bachelor of Science Degree in Medical Technology.

Nearly 50 years ago she and her husband, John, co-founded Allegheny Wood Products, Inc.

Mrs. Crites is survived by her husband of 54 years, John W. Crites; brother, Elbert Lee Cole, Jr. of Catonsville, MD; son, John W. Michele Crites II of Petersburg, WV.; daughters, Kelly S. Crites of Petersburg, WV and Valerie A. (John)Mongold of Weyers Cave, VA; nine grandchildren, Zachary Crites, Joshua Wingard, Bailey Crites, Bianca Wingard, Joseph Wingard, Jeremiah Wingard, Kevin Mongold, Jessica Mongold and Jacee Crites; and four nieces and two nephews.

The family requests that memorials may be made to World Vision (www.worldvision.org) or Brake Church of the Brethren, P.O. Box 831, Petersburg, WV 26847.

AHMI Dues For 2019

Appalachian Hardwood Manufacturers, Inc. mailed its 2019 Membership Dues recently and are payable by Jan. 31. The dues are paid annually for members of the Distributor, Export, Consumer, Forestry and Supplier Divisions. The Producer members pay monthly based on lumber production. (Export membership is for Producer and Distributor companies in addition to their primary dues.)

If you have questions about these, please contact the AHMI office at (36)885-8315.

Leadership Retreat Has Few Spaces Left

A few classroom spaces remain for the 2019 Hardwood Leadership Development Retreat on Jan. 28-30 in Greensboro, NC.

The symposium is sponsored by Appalachian Hardwood Manufacturers, the Hardwood Manufacturers Association and the National Hardwood Lumber Association will host the program. It is designed to help individuals maximize their potential and instill the values and behaviors that create a strong culture of leadership.

The BB&T Leadership Institute combines expert psychological insight with the lessons learned throughout the 145 years of BB&T's history. It was selected because of its unique qualifications to develop people to become dynamic leaders, increase employee retention and improve the bottom line for companies.

The program addresses the complexities of leadership and is designed to help new managers or those who are preparing for management positions. The seminars will:

- Focus and develop leadership for the new and seasoned employees.
- Offer forums and networking opportunities to help companies stay relevant.
- Explain how to Grow Your Company Through Your People and Lead Change with Purpose

The costs are:

Registration fee: \$450 per person

Housing: the room block is full but contact AHMI for a list of area hotels.

Transportation: Piedmont Triad International Airport (GSO) in Greensboro, NC, and taxi or Uber just 5-10 minutes to hotel/conference center.

Please register online at:

<https://www.hmamembers.org/hardwood-leadership-development-retreat-registration>

Please contact the AHMI office at (36)885-8315 for details.

Farm Bill Passes With Forestry Assistance

By Dana Lee Cole

Hardwood Federation Executive Director

The second week of December was a big one for the wood products industry. The U.S. Senate and House both voted in favor of the conference report for the Agriculture Improvement Act (H.R. 2841)—otherwise known as the Farm Bill.

The Senate acted first, passing the measure with a veto proof margin of 87-13. The House followed suit on Dec. 12, with a record vote of 369 – 47. Fun fact: the previous record high House vote in the House for a Farm Bill was 319!

The legislation now heads to the President's desk for final approval. The document is over 800 pages, but based on our preliminary review, it appears that we prevailed on all of our key Farm Bill advocacy priorities.

On trade, both the Market Access and Foreign Market Development Programs (MAP and FMD) are reauthorized and fully funded at \$200 million and \$34.5 million, respectively. The conference report takes the Senate's approach in repackaging the programs in a fashion where they will continue to operate as they have, but will be protected from arbitrary funding reductions that had threatened to eliminate the FMD program in particular.

This is a big win for our sector and has been a primary focus of our advocacy for the last two years. A big thanks to all of you who participated in our fly-ins and weighed in with your Members of Congress about the importance of these trade provisions and their importance in opening up markets overseas for our products.

The conference report also includes the Senate's version of the Timber Innovation Act, a measure that promotes use of wood in taller buildings—higher than six stories. The provisions in the measure include both the research and development components of TIA as well as the wood innovation grants piece. Again, we have been advocating the stronger Senate version to prevail in conference negotiations and are pleased to see this outcome.

We are also very pleased to see that the con-



ference committee accepted the House's version of the Community Wood Energy and Wood Innovation Program. This program is authorized to receive \$125 million over the life of this Farm Bill to facilitate installations of heat and power systems that operate on sawmill residual-derived fuels. This effort has also been a focus of the Hardwood Federation as a potential solution to our sector's residuals issue.

Finally on federal forest management, the conference report includes a few provisions that are beneficial, but not to the extent that we had been advocating. The report expands Good Neighbor Authority to allow Indian tribes and counties to participate in the program.

The report also includes an additional categorical exclusion (CE) for greater sage grouse and mule deer habitat. Finally, there are some landscape scale forest restoration provisions that made it into the package. Specifically, the conference report establishes a competitive grant program for financial and technical assistance to encourage collaborative, science-based restoration of priority forest landscapes.

We must acknowledge the great effort so many of you have made towards moving this bill across the finish line. This has been a key issue at the Hardwood Federation Fly-in over the past several years and our consistent message regarding the importance of the above programs has resonated and made a difference.

Letters, phone calls and personal meetings have also made a difference. Thank you for all your hard work in helping to make this happen.

APPALACHIAN Hardwood Manufacturers, Inc. 2019 Annual Meeting on Feb. 20-24 The W Hotel, Fort Lauderdale, FL

To reserve your room, call the W Hotel at (954)414-8200 for Appalachian block
The block cutoff is Jan. 19 and rooms start at \$349. Rate is honored before & after!

Online Hotel / Meeting registration available at www.appalachianhardwood.org/meetings

To plan functions and include all participants on the Registration List, please complete this form and return with your payment to: AHMI, PO Box 427, High Point, NC 27261. Badges and other materials will be on site.

Registration before Feb. 10, 2019:

AHMI MEMBER - \$435 per person

GUEST - \$535 per person

MEMBER SPOUSE - \$315

GUEST SPOUSE - \$415

CHILDREN AGE 10 & older - \$200, UNDER 10 - FREE

Add \$75 to any registration fee after Feb. 10, 2019

Registration fee includes all evening receptions, business sessions and speakers, afternoon at the beach, and entertainment.

Full registration fee refunded on cancellations received by Feb. 1, 2019. Cancellations received after that time will be subject to 50% forfeiture.

REGISTER for AHMI'S 2019 ANNUAL MEETING

Name: _____

FEE: \$ _____

Name: _____

FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____



Optional Events I / We will attend

(included in registration fee)

Early Bird reception
Wed, Feb. 20

Ladies Shopping
Excursion to Las Olas
on Friday, Feb. 22 10
am-3 pm

Beach Fun &
Drinks, Saturday, Feb.
23 1-4:30 pm

Annual Golf Tournament Friday at 11:45 a.m. at Jacaranda Golf Club
(includes shuttle, lunch, range balls. Rental clubs are available)

Name: _____ FEE: \$175

Name: _____ FEE: \$175

Fishing Tournament Friday at 12 p.m. sportfishing in Atlantic
(4-hour fishing trip, includes boxed lunch, tackle, bait, license)
\$150 for each of six slots on multiple chartered boats

Name: _____ FEE: \$150

Name: _____ FEE: \$150

TopGolf Miami Saturday 11:45-4:30 p.m.
(includes shuttle, two-hour segment, food & beverage)

Number of spaces reserved _____ @ \$95 each FEE: \$ _____

Check # _____ Received _____

TOTAL \$ _____

Credit Card # _____ Exp. _____ Sec. Code _____ Billing Zip _____