

Hardwood Leaders Promote Issues To Congress

WASHINGTON, DC — The Hardwood Federation hosted the 2024 Fly-In in May to discuss the important federal issues that impact the industry.

The event included more than 100 meetings in Capitol Hill House and Senate Offices and receptions with both Republican and Democrat members of Congress.



US Rep. Carol Miller (R-WV)
Talks With Tom Inman

The Hardwood Federation says the timing was excellent this year as the House Agriculture Committee begins mark

up of proposed Farm Bill legislation. Members of the committee definitely heard from fly-in participants about key initiatives in the Farm Bill that will help the industry and must be maintained as the process moves forward.

The bill is positive for the Hardwood industry in several ways:

- The Market Access and Foreign Market Development programs which are reauthorized at double current funding levels.
 - The bill includes language specifying forest-based biomass energy as carbon neutral. Although the language applies only to Department of Agriculture policymaking, the HF seeks to broaden the provision's scope to other departments.
 - Provisions of the Jobs in the Woods Act and
- (See Fly In on page 2)

Registrations Mount For AHMI Summer Conf.

Members and guests are registering for the **2024 Summer Conference** of Appalachian Hardwood Manufacturers on **July 20-23** at **The Omni Grove Park Inn** in **Asheville, NC**.

The room block is filling and reservations must be completed by June 20 for the group rate. Register with AHMI by July 18.

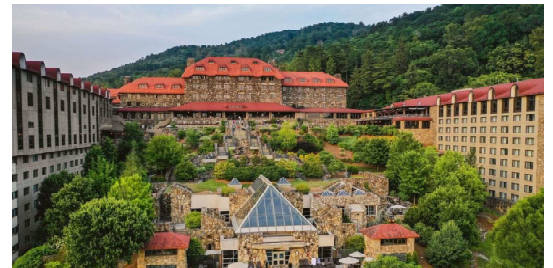
The conference has informative business sessions for two days with timely topics:

1) **AHEC Solution For Europe Rules** - American Hardwood Export Council is developing a plan to meet new European Union rules for wood imports. Executive Director Mike Snow will share an update from spring meetings with EU leaders.

2) **Wood Furniture Report 2024** - North Carolina furniture manufacturer / importer has been invited to discuss solid hardwood furniture markets this year.

3) **Poplar CLT Nears Final Vote** - The bid to include Poplar in cross-laminated timber building codes nears final vote. Update from Virginia

*AHMI
Visits
Omni
Grove
Park Inn
For
Summer*



Conference on July 20-23 in Asheville, NC

Tech researchers on proposal.

4) **Real American Hardwood Promotion** - the second phase of consumer promotion and architect/designer education is underway. The Coalition will report on positive results.

Breakout sessions Tuesday to gain more value:

a. **AHMI 401k Enrollment** - Representatives from UBS Financial will be on site to answer questions and enroll AHMI members in the multiple-employer program that offers retirement accounts
(See Meeting on page 3)

The way I see it...

By Tom Inman, AHMI President

....(and hear it over the past few weeks), the sawmill industry is struggling to be profitable.

Hardwood lumber prices have been flat for most of the year as the costs for wages, financing, energy, insurance, and timber have all risen. The margins at most mills are not existent or razor thin.

The AHMI Board of Trustees approved the renewal of the Appalachian Hardwood Production Costs Survey this year. Producer members are asked to report their 2023 costs for producing lumber. It can be completed online or by written form and are due by Friday, June 7.

There are 25 questions and should take approximately 15 minutes to complete once data is compiled.

AHMI has partnered with R. Mason & Co. Strategic Fractional CFO Services in Greensboro, NC, to analyze the data and develop a detailed report confidentially. It **WILL NOT** identify participating companies.

The report will allow participants to match their results to other companies by production size.

ONLY COMPANIES WHO COMPLETE SURVEYS WILL BE ELIGIBLE TO REVIEW THE DATA!

If you have questions, please contact me.

REMINDER - The 2024 AHMI Summer Conference has an outstanding agenda for Producer, Distributor, Consumer and Supplier members to learn about new markets for hardwood lumber.

I strongly encourage all members and guests to consider attending this year. The Conference is set July 20-23 at The Omni Grove Park Inn in Asheville, NC, and marks the return after 8 years.

We have added a sawmill and yard tour, terrific sporting events and even discounted tickets to the Biltmore Estate.

Please make your plans today and get your hotel room. Register with AHMI soon.

For more details, please see other information in this newsletter - story in on page 1 and a registration form is on page 7.



AHMI is pleased to announce new members:

Consumer

Crosswood Corporation

Jeremy Adams

435 Essex Ave

Waynesboro, VA 22980

540-416-5289

jadams@crosswood.build

www.crosswood.build

Welcome to this company!

New members are vital to the work of AHMI and if you know of companies that should join, please share that information with the AHMI office. We have a packet of materials that explain the promotion work, retirement plan, and meeting opportunities.

Fly In from page 1-----

the Rural Innovation Stronger Economy (RISE) program—are attached to the Farm Bill.

- Reauthorization of the Community Wood Grant Program for another five years as well as the Wood Innovation Grant program were moved forward.

- The bill also includes provisions authorizing broad Categorical Exclusions (CEs) to expedite forest management projects on federal forestlands.

It is unclear when the Farm Bill will be considered on the House floor and approval is far from certain. HF Executive Director Dana Cole reports it has come criticism from Democrats over its treatment of SNAP—the Supplemental Nutrition Assistance Program that provides food benefits to low-income families.

More than 60 hardwood industry leaders went to D.C. to advocate for the industry.

The Federation is seeking financial support for its Political Action Committee. For more information, visit www.hardwoodfederation.com

Summit Provides List Of Research, Market Needs

MEMPHIS, TN - Leaders from the hardwood industry, US Forest Service, academia and associations recently discussed key research and more at the first "Hardwood Industry Needs Workshop," hosted by the National Hardwood Lumber Association and the US Forest Service.

The workshop included presentations and lengthy discussion. There were five key takeaways from focus groups that were compiled by NHLA:

1. Market Opportunities Exist. There are existing American hardwood lumber needs that are getting fulfilled by foreign timber species, i.e., Military applications. There is new market share available to take away from competing products.

2. Workforce and Adaptability. Labor shortages and mills' ability to adapt to market fluctuations are key challenges producers face. Career advocates and community-to-education-to-career pipelines are needed, while in some cases equipment-based technical assistance is a need. Others need market research to facilitate a shift.

3. Collaboration for Supply Chain Resiliency. The hardwood industry has a network of supply chains that are made up of essential and non-essential wood products—all with varying value and importance to resiliency. The networks require

US Forest Service, Academia, Industry & Associations Discuss Hardwood Issues

collaboration to foster supply chain resiliency, ranging from wood pellets to wood energy, sawlogs to biochar, and pulp to stairs to floors. Collaboration is needed across sectors.

4. Communication and Competition. The environmental messaging and communication of the industry still has room to improve in consolidating its voice; especially in key promotional marketing that separates wood from competing substitute products. There was discussion of synergies among associations and government agencies.

5. Information sharing must continue. Information sharing both through associations or directly from industry to academia and environmental organizations is paramount to support the foundation of the Industry.

A recap of the summit is reported in the June issue of NHLA's Hardwood Matters.

AHMI's Tom Inman gave a presentation on the sawmill industry in 2024. Copies of all presentations are available by contacting the AHMI office at info@appalachianhardwood.org.

Meeting from page 1-----

for employees. The program saves money on plan costs and offers a variety of investments.

b. Lumber Payroll Enrollment - AHMI has partnered with Lumber Payroll to offer a discounted program for companies to manage payroll. DoughHCM staff will explain the program and enroll companies in ways to speed the process and save money.

Mill Tour Tuesday - AHMI will offer a sawmill and yard tour at Oaks Unlimited in Waynesville, NC. Oaks Unlimited owner and AHMI Board member Joe Pryor will showcase the company's operations. The facility is 45 minutes from GPI and the tour begins at 1 pm.

There will be golf, sporting clays and croquet tournaments on Monday. There are receptions

each evening for networking and ample opportunities each afternoon.

Please call The Omni Grove Park Inn at (800) 438-5800. You **must book by June 20**. A registration form is included with this newsletter.

The Grove Park Inn has been expanded since the last AHMI Conference with new accommodations, multiple formal and casual restaurants, retail shops, indoor and outdoor pools and its award-winning 43,000-square-foot spa.

Please consider making your dining reservations at the same time as your room reservations. The best times and locations fill quickly.

Biltmore Estate - Group passes are available to tour Biltmore Estate during the Conference. Please visit www.appalachianhardwood.org/meetings for the link to select days.

AHMI Programs Provide Service, Save \$\$\$



401k Multiple Employer Plan

In a partnership with UBS Financial, the AHMI plan allows hardwood companies to pool existing retirement accounts or start new programs for employees. The plan offers economies of scale pricing that lowers costs for recordkeeping, third party administrators and financial consultants.

A multiple employer plan is maintained by two or more employers who are not related although a commonality of interest is generally required. The adopting employers of the MEP have plan design flexibility and the MEP sponsor is AHMI and maintain fiduciary responsibilities.

Participants have access to low-cost investments that are typically only available to very large corporate plans. There is also no individual company audit requirement saving staff time and creating efficiencies.

Adopting employers have plan design flexibility and can retain their individual plan features such as a matching formula, vesting and eligibility. UBS is the world's largest wealth managers and the AHMI team, Southeast Wealth Consultants, is the plan provider designated by UBS.

The early participants in the AHMI 401K MEP have found savings of \$5,000-\$50,000 a year. It also has streamlined recordkeeping.

UBS Financial representatives have prepared detailed packets for every company. It shows a company's current retirement program costs and the estimated savings in the AHMI 401K plan.

The transfer can be completed in just a few weeks. UBS Financial then schedules meetings with company employees to explain the offerings and help with decisions.

For more information, please contact the AHMI office at (336) 885-8315 and we will send you materials for review.



Lumber Payroll

Appalachian Hardwood Manufacturers, Inc. has established a partnership with a payroll software and supplemental insurance provider.

Dough HCM LLC offers unique, proprietary technology to its customers through Lumber Payroll. It is specific to the hardwood industry payroll needs and offers electronic access to wages.

This benefit helps employees reduce financial strain and hardship AND differentiates employers, allowing them to offer a unique benefit that is expected to attract and retain talent.

AHMI members will be guaranteed a minimum 15% in cost reductions from their existing providers.

Lumber Payroll provides savings in the form of a contractually obligated rebate. The rebate will be paid to the member companies quarterly.

As more AHMI members adopt, Lumber Payroll increases the rebate to members using the software. Initial adopters are saving thousands of dollars in expenses.

For more information, contact Nick Koen at **Lumber Payroll** at Tel: 315-750-9031 or email: nick@lumberpayroll.com.

Representatives from both providers will be available at the AHMI Summer Conference in Asheville, NC July 20-23



JUNE 13-14, 2024

Hickory Metro Convention Center
Hickory, North Carolina

**Where Furniture Manufacturers
Find Suppliers**

www.FurnitureManufacturingExpo.com

Furniture Expo 2024 Attracts Manufacturers

Furniture Manufacturing Expo, being held June 13-14 at the Hickory Metro Convention Center in Hickory, NC, is the only trade show in North America showcasing the largest gathering of suppliers and the latest solutions for manufacturers of home furnishings.

Over two days, attendees have the chance to engage with exhibiting suppliers and see first-hand the latest innovative products, equipment, and machinery as well as gain a better understanding of the services and new technology making a critical impact on warehousing, logistics, finance, and the bottom line. The show also features an engaging education program developed for upholstery, woodworking, and consulting industries.

Exhibit Rates INCLUDE all Material Handling charges onsite! Rates also include Pipe & Drape, Company ID Sign, Wastebasket, Daily Booth Cleaning, Directory Listing, Booth Staff Badges, and Unlimited Complimentary Badges for Invited Customers.

Visit www.FurnitureManufacturingExpo.com or email Steve.Everett@ExpoDevCo.com for more information and to reserve a booth. **AHMI will exhibit in space 222.**

AHMI Calendar

Appalachian Hardwood Manufacturers, Inc. plans to attend the following events to promote AHMI member companies and products.

Members are welcome to participate in the AHMI exhibit and we can assist with registration if required. Please check with the AHMI office:

June 13-14: **Furniture Manufacturing Expo**, Hickory, NC

June 25-27: **Pellet Fuel Institute Annual Meeting**, Charleston, SC

July 12-13: **WVFA Meeting**, Canaan Valley, WV

July 20-23: **AHMI Summer Conference**, Asheville, NC

Aug. 6-9: **International Woodworking Fair**, Atlanta, GA

Sept. 10: **ALC Meeting**, Asheville, NC

Oct. 2-4: **NHLA Convention**, St. Louis, MO

Oct. 26-30: **High Point Furniture Market**, High Point, NC

Oct. 30: **NC Export Conference**, Greensboro, NC

Nov. 12: **ALC**, Johnson City, TN

Nov. 12-15: **GreenBuild**, Philadelphia, PA

For more information, please call the AHMI office at (336) 885-8315 or info@appalachianhardwood.org.

If you know of events that AHMI should consider for participation, please contact the office. Members are welcome to work in the booth or meet customers.

AHMI also has materials member companies can use in exhibitions to explain the benefits of Appalachian Hardwoods and forest management. Please contact the office for details.

AHMI also has materials for member companies to use in your trade exhibits. There are Wood Fact Books, Guidelines for Grading & Scaling Logs, Characteristics of Appalachian Hardwoods and hardwood sample kits available.

Please contact the office to learn more or place your order.

RAH Promotes Dining From Gat Creek

By Ian Faight, RAH Digital Media

The Real American Hardwood Coalition (RAHC) continued telling our industry's many stories on social media through a series of informative posts.

Following is a brief overview in case you missed them:

Add A Touch of Nature

Add a touch of nature to your home with #RealAmericanHardwood furniture. The image displayed a walnut dining room group from AHMI member Gat Creek.



Separating Fact From Fiction

There's a lot of misinformation out there when it comes to flooring products. To help homeowners make an informed purchase decision, the RAHC shared a post to show how Real American Hardwood stacks up against LVT. See the post on Instagram.



Making a Design Statement

The RAHC continued its Hardwood Makeover series by featuring a stunning floor. Installed by Rock Solid Hardwoods Inc., the project paired the natural beauty and character of white oak with white granite inlays and expert craftsmanship. Take a look on Instagram.

Real Wood Adds Real Flavor

May is known as National BBQ Month and the RAHC took the opportunity to educate its followers on how byproducts left over from lumber production are transformed into sustainable fuel for BBQ pits, smokers, and grills. Whether as pellets or charcoal,

Real American Hardwood adds rich flavor to summer cookouts—naturally. See the post on Instagram.

Elevate Your Summer BBQ

Did you know sawdust left over during hardwood lumber production can be repurposed and crafted into pellets that are used to fuel BBQ pits, smokers, and grills?

Repurposing this byproduct as BBQ fuel adds a rich, smoky flavor—naturally!

Visit www.realamericanhardwood.com to learn more or join on Instagram. Please consider financial support of the effort and contribute on the website.

2024 AHMI Summer Conference

Registration

To accurately plan the functions and make sure all participants are included on the Registration List, please complete this form and return it with your check or complete the credit card information below by July 8, 2024 to: AHMI, P.O. Box 427, High Point, NC 27261.

MEETING REGISTRATION FEES

AHMI MEMBER \$400 per person	GUEST - \$495 per person
AHMI MEMBER SPOUSE \$300	GUEST SPOUSE - \$395
ADULT CHILDREN 18+ \$225	
CHILDREN 11-17 \$100	MONDAY SESSION ONLY - \$175
CHILDREN UNDER 10 & under free	

Full registration will be refunded on cancellations received by July 8, 2024. Cancellations received after that time subject to 50% forfeiture.

PLEASE REGISTER THE FOLLOWING FOR AHMI'S SUMMER CONFERENCE

Name: _____ FEE: \$ _____
 Name: _____ FEE: \$ _____
 Name: _____ FEE: \$ _____
 Name: _____ FEE: \$ _____

Company: _____

Address: _____

City/State/Zip: _____

GOLF TOURNAMENT (Monday 11:30am shotgun start The Grove Park Inn Course includes boxed lunch)

Name: _____ FEE: \$200
 Name: _____ FEE: \$200

SPORTING CLAYS TOURNAMENT (Monday 12pm departs for Biltmore Sporting Club includes lunch)

One round of 100 - Includes gun, ammo and targets, boxed lunch

Name: _____ FEE: \$200
 Name: _____ FEE: \$200

CROQUET TOURNAMENT (Monday 2pm Grove Park Inn Pavilion Lawn)

Name: _____ FEE: \$30
 Name: _____ FEE: \$30

OAKS UNLIMITED TOUR (Tuesday 1 pm in Waynesville, NC)

Lunch on your own; Meet at company office at 3530 Jonathon Creek Rd., Waynesville, NC.

Name: _____ FREE
 Name: _____ FREE

BILTMORE HOUSE TICKETS Group passes available at www.appalachianhardwood.org/meetings

Tour the House, Estate and Winery and select day and time.

Check enclosed _____ **Total** _____
 Credit Card: _____
 Expiration date _____ Security Code _____ Billing ZIP code _____
 Name on card: _____

Register online at www.appalachianhardwood.org/meetings. Please make your room reservations there or directly with The Omni Grove Park Inn at (800) 438-5800. Book your room by June 20, 2024