



Appalachian Hardwood News

February 2025



Export Promotion Funds 'Frozen' In USDA

The American Hardwood Export Council (AHEC) reports it is facing a critical funding delay as all USDA allocations for 2025 are on hold pending a review by the Trump Administration and the Department of Government Efficiency (DOGE).

It is already causing:

- Postponement of the American Hardwood Convention in China and cancellation of the IndiaWood trade show and factory visits.
- At Risk: the Dubai Woodshow, Interzum Guangzhou, and Interzum Cologne.

AHEC and the Hardwood Federation are asking the industry to contact representatives in Washington to emphasize the importance of exports and export promotion and the urgent need to release these funds.

Visit www.hardwoodfederation.com to find



**AMERICAN
HARDWOOD
EXPORT
COUNCIL**

your members of Congress. Please contact representatives for both your business and

home districts if they differ.

Introduce Yourself:

- State your name, company, location, and the number of employees.

Describe Your Business:

- Briefly explain your products and their applications.

Express Your Concern:

- Highlight your concern about the USDA's
(See Exports on page 3)

Last Call: Register Now For Annual Meeting

The room block is sold out but you can still register for the Appalachian Hardwood Manufacturers 2025 Annual Meeting planned for **Feb. 26-March 2** in Fort Lauderdale, FL. Rooms are available at nearby hotels.

The business sessions will offer details on key issues for the Appalachian Hardwood industry:

* **FNA Innovates Fire Suppression For Wood Manufacturers** - FNA representatives will explain new technology to detect and suppress sparks.

* **Software Solutions For EUDR** - A panel discussion of software technology from DMSi, Forestry Systems, and Legna to meet EUDR.

* **Health Ins., Wellness Saves Money** - AHMI partners will explain new health and affinity insurance programs and payroll programs.

* **UBS Economist Forecast 2025** - UBS Financial economist will share the company's forecast for the manufacturing economy in 2025.

* **Hardwood & The New Congress** - Hard-

Agenda Includes EUDR Software, Fire Suppression, Health Insurance
2025 Annual Meeting 2.26-3.2.25
Fort Lauderdale, FL

wood Federation Executive Director Dana Cole will share key hardwood issues in 2025 with the new Congress and President.

* **Producer & Distributor Divisions Meetings** - Separate sessions for these AHMI groups to discuss issues of importance.

There is ample time for networking and participation in the Annual Golf and Fishing tournaments, TopGolf, and a closing banquet for all.

Registration is available with AHMI until Feb. 20. For more information, contact the office at (336) 885-8315 or visit www.appalachianhardwood.org.

The way I see it...

By Tom Inman, AHMI President

....AHMI is off to a good year with renewals, meeting registrations, Resource Guide returns and interest in programs for 2025.

I use the term "good" intentionally because the industry is coming off a difficult year. The challenges of 2024 included higher costs, lower lumber prices and margins, tight markets and uncertainty.

Many Appalachian sawmills are reporting very close or negative margins on profitability. The log price to lumber price ratio is thin.

Timber prices are flat and that has taken tracts off the market. Bid sales that are completed have more bidders who need the logs and the price in many instances reflects bidders who need logs.

Sawmillers are doing the math and scaling back production. There have been a couple of sawmills in Kentucky and Tennessee that have closed temporarily and others permanently.

Economics 101 educates you that lower supply raises prices. Unfortunately demand has also weakened in 2025 as cooperage makers are scaling back, flooring and tie buyers are holding their price or reducing orders and pallets are flat.

The increase in demand expected in 2025 has not arrived in the first weeks of Q1. Is it just delayed a week or two? Has it bumped to Q2?

The forecasts are as varied as the person offering them. I do know:

a. One truck flooring manufacturer in the region has returned to a five-day work schedule.

b. White oak lumber availability is up and mills are selling mid- and lower grades.

c. Distribution yards continue to buy specific species.

d. Poplar is getting attention.

e. Hard maple lumber is a challenge to move for many.

f. Banks are reducing credit limits.

AHMI is working diligently to find new markets and customers for Appalachian species. New projects will be discussed by the AHMI Board at its meeting on Feb. 27.

We are ready to move from good to great!

2025 Annual Meeting Agenda

Wednesday, Feb. 26

5:30 pm - Early Bird Reception

Thursday, Feb. 27

Morning activities on your own

2 pm - AHMI Board of Trustees Meeting

2-4 pm - Registration

5:30 pm - Welcome Reception by Stringer Ind.

Dinner on your own

Friday, Feb. 28

8:30 am - General Session

Business Presentations

12 pm - Golf Tournament

12 pm - Fishing Tournament

5:30 pm - Reception by USNR

Dinner on your own

Saturday, March 1

8 am - Producers Meeting – Producers only

8 am - Distributors Meeting – (open to all)

9:15 am - General Session

Business Presentations, Annual Meeting

1 pm - Top Golf Event

2-4 pm - Fun on the Beach

5:30 pm - Reception by Stiles Inc.

6:30 pm - Banquet by PLM Insurance

Sunday, March 2

8:30 am - Fellowship of Christian Lumbermen

Travel home safely!

Visit www.appalachianhardwood.org/meetings to register or call AHMI at (336) 885-8315.

Thank you Sponsors!

Thurs. Reception	Stringer Industries
Fri. Reception	USNR
Sat. Breakfast	DeltaWealth
Sat. Reception	Stiles Machinery
Closing Banquet	PLM Insurance
Golf Prizes	Corley Manufacturing Co.
Golf Refresh	SII Dry Kilns
Fishing Lunch	Forestry Systems
Red Oak	UBS Financial
Red Oak	Stella-Jones
Table	CombiLift
Table	Farm Credit of VAs
Beach Refresh	Cooper Machine Co.
Snack Bags	TS Manufacturing

Exports from page 1 -----

delay in releasing 2025 MAP and FMD funds to AHEC.

Emphasize AHEC's Role:

- AHEC effectively supports the U.S. hardwood industry in developing international markets.

Economic Impact:

- Mention that in 2024, exports of logs, lumber, and veneer were valued at \$3.6 billion, with a \$1.3 billion trade surplus in hardwood lumber.

- Point out that half of the grade lumber is exported globally.

Program Success:

- State that MAP/FMD programs have been instrumental in expanding markets in China, Mexico, Europe, India, Southeast Asia, and the Middle East.

Impact on Small Businesses:

- Stress that the U.S. hardwood industry consists mainly of small, family-owned businesses in rural areas that depend on these programs for growth.

Personal Impact:

- Share a specific example of how AHEC programs have benefited your business.

Call to Action:

- Request that the staff member inquire with the USDA about the release timeline of these funds, emphasizing the urgency due to ongoing planning for 2025 events and marketing opportunities.

Report Back:

- Inform Mike Snow at AHEC or Dana Cole with the Hardwood Federation about your outreach efforts, including who you spoke with and when.

Save the Date

Hardwood Federation Fly-In

May 13-15

Washington, DC

Details coming soon

US House: Revisit Multiple Use Management Of Lands

The Subcommittee on Federal Lands in the U.S. House recently held an oversight hearing on restoring multiple use land management principles that will revitalize and support America's rural economies and communities. Subcommittee Chairman Tom Tiffany (R-Wis.) issued the following statement in response:

"For our first Federal Lands Subcommittee hearing of the 119th Congress, I find it crucial that we reaffirm our support for rural America and commitment to restoring multiple use land management principles. House Republicans have a lot to do to course correct where President Biden left the state of our federal lands, and I look forward to beginning that important work," he said.

President Trump and Committee Republicans are working to restore commonsense land management through multiple use principles. Tiffany said President Trump and House Republicans will swiftly relieve and benefit millions of struggling Americans, whether they live and work in growing urban centers or close-knit rural communities.

With hundreds of millions of acres under federal control, many Americans depend on access to federal land for energy and mineral development, recreational activity, livestock grazing, timber production and more. Restoring multiple use benefits rural communities, improves forest health, will help lower housing costs and energy.

AHMI Dues For 2025

Appalachian Hardwood Manufacturers, Inc. mailed its 2025 Membership Dues recently and are payable NOW. The dues are annual for Distributor, Consumer, Forestry and Supplier Divisions. Producer members pay monthly. (Export membership is for Producers and Distributors in addition to primary dues.)

Rates remain the same for 2025. For more information, please contact the AHMI office.

Meeting Congress On Hardwood Trade Issues

By Dana Lee Cole, Executive Director

The Hardwood Federation Team has held a series of meetings over the last few days with key Congressional offices to raise and discuss trade related issues of importance to the industry.

There were frank discussions with senior staff reporting to House Agriculture Committee Chair GT Thompson, Senate Agriculture Committee Chair John Boozman, and House Ways and Means Committee Chair Jason Smith.

I had conversations with House Natural Resources Chairman Bruce Westerman (R-AR). We focused on two key issues during these meetings:

- The potential impacts of an extended global trade war on the U.S. hardwood industry and our proposed financial relief formula should retaliatory tariffs be imposed;
- The ongoing delay in distribution of foreign market development funds to the American Hardwood Export Council.

Regarding the first, offices understand the potential impact of a trade war. They agreed that proposing solutions now rather than later is a good move.

Although providing relief to the agriculture community is under consideration, just where those funds will come from is unknown. In 2019, \$30 billion in relief to row crop farmers came from the Commodity Credit Corporation (CCC), however the CCC fund now sits at \$4 billion and unless it is replenished, other options will have to be identified.

In terms of export promotion funding, HF contacts in Thompson and Boozman's office have been trying to get answers from the U.S. Department of Agriculture...but have also not been able to get much information. Now that Brooke Rollins has been confirmed as Ag Secretary, both offices are hopeful that progress can be made.

Senator Tom Cotton (R-AR) also called Federation staff into his office to ask about our position on the E.U. Deforestation Regulation. He and his team are interested in helping and they indicated they are thinking of how to approach the White



House about putting pressure on the E.U. during expected trade discussions.

The Hardwood Federation continues to meet with its Board and industry leaders on outreach and communications around these issues.

Administration Slow Walks Reciprocal Tariffs

This week, President Trump announced that the Administration, through the U.S. Trade Representative (USTR), would move forward with reciprocal tariffs on a country-by-country basis, following an evaluation of the extent of trade imbalances between the U.S. and specific trading partners. The action effectively slows down the President's promise to impose immediate, reciprocal tariffs on nations that impose tariffs on the U.S. The Federation will deliver updates on this as they unfold.

Please Complete Issues Survey

As the Hardwood Federation fights for the industry in 2025, we need your feedback to focus on those issues that have the greatest impact on your business. Please complete a three-minute survey going to the link below.

The survey provides summaries of key concerns including carbon sequestration and storage, federal forest management, trade, and tax reform, along with a quick ranking metric for you to review and gauge the importance of each issue. ***Please submit your completed survey by COB Monday, February 17.***

To begin the three-minute survey, visit <https://www.surveymonkey.com/r/ZQWHFTL>

Save the Date - Hardwood Federation Fly-In

May 13-15

Washington, DC

AHMI Partners Provide Service, Savings

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.

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.

For more information, please contact the AHMI office at (336) 885-8315.

Lumber Payroll

AHMI 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. 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.

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:

2025

Feb. 26-March 2: **AHMI Annual Meeting**, Fort Lauderdale, FL

March 11: **ALC**, Roanoke, VA

March 17-19: **IHLA**, Indianapolis, IN

April 1-3: **KFIA**, Lexington, KY

April 15-17: **NWFA Expo**, Charlotte, NC

April 26-30: **High Point Furniture Market**, High Point, NC

May 1-4: **ALC Beach Meeting**, North Myrtle Beach, SC

May 7-9: **VA Forestry Summit**, Roanoke, VA

May 13-15: **Hardwood Federation Fly-In**, Washington, DC

June 11-12: **Furniture Manufacturing Expo**, Hickory NC

July 19-22: **AHMI Summer Conference**, Hot Springs, VA

Sept. 9: **ALC**, TBD

Oct. 1-3: **NHLA Convention**, San Antonio, TX

Oct. 24-29: **High Point Furniture Market**, High Point, NC

Oct. 27: **ISFD Pinnacle Awards**, High Point, NC

Nov. 11: **ALC**, TBD

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.

Appalachian For Your Exhibits

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.



GLENVILLE
STATE UNIVERSITY

AHTI
APPALACHIAN
HARDWOOD
TRAINING INITIATIVE

COMING SOON

The Appalachian Hardwood Training Initiative would like to invite you to our upcoming trainings!

NHLA Log Grading Short Course

Location: Glenville, WV (GSU Department of Land Resources, 921 Mineral Road)

Price: \$74

Date: **March 6th-7th, 2025**

Please RSVP by February 21st, 2025

Saw Filers Training

Location: Glenville, WV (GSU Department of Land Resources, 921 Mineral Road)

Price: TBD

Date: **April 3rd-4th, 2025**

Please contact Gabrielle Hedges with any interest!

More info coming soon!!

OSHA 10

Location: Glenville, WV (GSU Department of Land Resources, 921 Mineral Road)

Price: \$75

Date: **April 16th- 17th, 2025**

Please RSVP by March 31st, 2025



RSVP or request more info by email to Gabrielle Hedges, AHTI Workforce Coach at gabrielle.hedges@glenville.edu

2025 Annual Meeting on Feb. 26-March 2 Harbor Beach Marriott., Fort Lauderdale, FL REGISTRATION



All participants must register to accurately plan for receptions, Saturday Closing Banquet and function space. 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. **The room block is sold out.**

You can also register online at www.appalachianhardwood.org/meetings

Registration before Feb. 20, 2025:

AHMI MEMBER - \$675 per person GUEST - \$775 per person
SPOUSE & ADULT CHILD - \$550 GUEST SPOUSE - \$675
CHILDREN AGE 10-18 - \$300, UNDER 10 - \$200
Registration includes three receptions, closing banquet dinner, business sessions and breaks, afternoon at the beach, and fun!

Cancellations are subject to 50% forfeiture.

REGISTER for AHMI'S 2025 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. 26 at 5:30 pm
___ Beach Fun & Drinks,
Sat., March 1 from 2-4 pm

Saturday Closing Banquet at 7 pm *(included in registraton fee)*
___ people will attend

Golf Tournament Friday at 12 noon at *Emerald Hills Club*
(includes lunch, range balls. Rental clubs are available)

Name: **FULL** _____ FEE: **\$200**

Fishing Tournament Friday at 12 noon sportfishing
(4-hour fishing trip, includes boxed lunch, tackle, bait, license)
\$200 for each of four slots on multiple chartered boats

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

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

TopGolf Saturday at 1pm *(includes shuttle and lunch)*

Name(s): _____ FEE: **\$135 each**

Check # _____ Received _____ **TOTAL \$ _____**
Credit Card # _____ Exp. _____ Sec. Code _____ Billing Zip _____