SOLID APPALACHIAN HARDWOOD

September 2026 Newsletter

A monthly publication of Appalachian Hardwood Manufacturers, Inc.

Certified Appalachian Answers Buyers' Supply Questions

AHMI members seeking certification for products to meet customer needs should enroll in Certified Appalachian Legal & Sustainable.

Since 2018, the program has provided a third-party audit of Appalachian hardwood lumber and log resources for the assurance of a sustainable and legal material. Most customers care and a growing number want documentation.

It also verifies by county of origin the lumber that is being shipped in all transactions. As geographic location of timber becomes more important for domestic and export customers, Certified Appalachian has the county of harvest.

These details are simple to secure from landowners and loggers. The standards were approved by he AHMI Board of Trustees in 2018 and application is quick with most companies approved in seven days.

Program participants have learned Certified Appalachian provides value to their customers. Will it meet every requirement for every buyer? That is still to be determined as sales teams educate their buyers about the program.

For more information, call the AHMI office at (336) 885-8315. Please view the flyer on page 6 of this newsletter.



Visit AHMI this week in ***Booth 400*** *at NHLA in Cleveland. Learn about Certified Appalachian and new benefits!*



AHMI members Anthony Hammond of Roy Anderson Lumber; Steve Leonard of Kepley-Frank Hardwoods; Mark Vollinger of W.M. Cramer Lumber visit with AHMI's Tom Inman at IWF

IWF Results Positive

Appalachian Hardwood Manufacturers, Inc. exhibited at the IWF Atlanta 2026 in August and made contact with hundreds of lumber buyers, manufacturers and suppliers.

The show attracted an estimated 30,000 buyers and production staff from furniture, cabinet, flooring and millwork companies from across the U.S. and hundreds of international buyers. The attendees viewed equipment, technology, supplies and services from approximately 1,100 exhibitors which included more than a dozen AHMI member companies.

AHMI staff and members distributed hundreds of *Resource Guides* and brochures as well as received information from companies seeking logs, lumber and dimension parts. The primary species were white oak, walnut, red oak and poplar.

More than 70 trade leads were sent to AHMI membersd after the show. For more information, please contact the AHMI office at (336) 885-8315 or email to info@appalachianhardwood.org.

The way I see it...

By Tom Inman, AHMI President

....turkey hunters who plan to attend the 2026 National Hardwood Lumber Association Convention this week in Cleveland should visit the Real American Hardwood booth in the Trade Hall. The group is giving away a Mossberg 12 gauge shotgun, turkey calls handmade in Ohio and a gun case.

For a small contribution, you are in the running for the giveaway at the Friday reception. You do not have to be present to win.

Real American Hardwood has given away dozens of prizes in recent years at fundraising events. More info at www.realamericanhardwood.com.

While you are there, watch the latest videos from the Coalition of hardwood associations and industry leaders. RAH recently partnered with two social media influencers to reach thousands:

Van Wagner – an arborist and educator who uses trees and forests to connect people with Americans forests and wood products industry. He has climbed the tallest tree in each of Pennsylvania's 67 counties and is on a mission to climb the state tree in every state.

Ethan Tapper - Forester, storyteller, and best-selling author who educates and advocates on active forest management and its importance for forest health. RAHC is partnering with Ethan to lean into the consumer choices that improve forest health. His story telling is unique.

There are dozens of videos and hundreds of social media posts available from Real American Hardwood. I encourage you to become a follower and link these to your wesbite.

Share this information with your employees, friends and everyone you contact. The more people who engage and share, the further the message extends.

"Every room in a home has a reason for hardwood!"

"Light or Dark wood...which side are you on?"

"Your kid spends more time on the floor than any other surface in your home. What's in it?"

Real American Hardwood has the answers for consumers.



WIG Filing Opens Soon

The U.S. Forest Service plans for Wood Innovation Grants application period to open in October and the hardwood industry should prepare now.

More than $105 million was given to 177 projects in 2026 that included a dozen AHMI members. The awards funded wood and energy infrastructure by increasing manufacturing capacity and operational efficiencies and supporting rural economic prosperity and jobs.

Companies should prepare now by applying for "sam.gov" identity to access a searchable database of federal assistance listings and programs offering grants, loans, cooperative agreements, or subaward reports distributed on federal awards.

A video to learn more is available at https://www.youtube.com/watch?v=DUOl-hXEJ_4

AHMI Videos, Materials Available Online

AHMI has increased the number of promotion videos we have posted on our website and YouTube. Visit www.appalachianhardwood.org for links to these and meeting presentations.

The 2026 AHMI Summer Conference business session slides were updated recently. Links are available for downloading materials.

We encourage members to link these from your website or social media pages. For details, please email info@appalachianhardwood.org.

Plan Targets Markets For Wood Fiber, Small Diameter Logs

The U.S. Endowment for Forestry and Communities (the Endowment) has released the "Markets Matter Action Plan," a coordinated framework to address one of the most urgent structural challenges facing America's forests — rebuilding and expanding viable markets for small-diameter and residual wood fiber.

The plan serves as a guide for organizations, policymakers, companies, investors and individuals working to strengthen forest health and rural economic vitality.

Every year, more than 56 million tons of wood fiber generated by America's forests and mills — including small-diameter material, low-value wood and residual wood fiber — go unused due to a lack of viable markets. Additionally, addressing the backlog of necessary forest thinning across more than 130 million acres would generate even more material for lasting forest product markets.

When markets for forest products weaken, sustainable forest management declines, mills close, loggers and haulers lose work, rural communities lose employers, and tax revenue and forest health deteriorate.

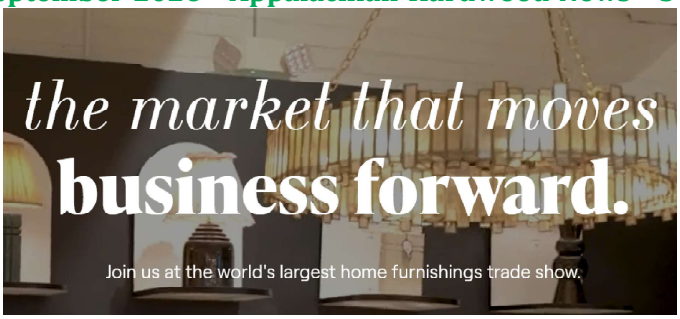
The Action Plan is a result of the Markets Matter Convening, held this past May in Madison, Wisconsin, where more than 230 leaders from industry, public agencies, philanthropy, technology, energy, investment, research, conservation, Tribal forestry and rural development came together to pivot from diagnosis to action.

The plan identifies three priority actions:

1. Advance enabling policy.
2. Identify and mobilize capital.
3. Turn forest resilience into an investment opportunity.

The plan is available at:

https://www.usendowment.org/wp-content/uploads/2026/07/26-usef-0655-creative_markets_matter_action_plan_design_v4.pdf



High Point Market & KBIS Partner For Whole Home Design Emphasis

The High Point Market Authority (HPMA) is again partnering with the National Kitchen and Bath Association (NKBA) at High Point Market to offer a whole-home experience for the design industry.

Through this partnership, NKBA will share its industry-leading research and expertise, helping connect designers with new brands and strategic partners at High Point Market. The showcase will come to life through full-scale vignettes featuring top brands in bath, appliances, lighting, and indoor/outdoor kitchens.

NKBA's on-site presence at Market strengthens its partnership with High Point Market Authority and underscores its role as a powerful advocate and connector for the kitchen and bath industry.

The **Fall Market is October 17-21 in High Point**. Register at www.highpointmarket.org.

AHMI will again sponsor a International Society of Furniture Designers Pinnacle Award for the Designer-Maker category. Real American Hardwood will sponsor an award for the Biophyllic Design category. The presentation is Monday, Oct. 19 in High Point and open to attendees.

For more information or to set appointments to visit showrooms at High Point Market, contact AHMI office at (336) 885-8315 or email to info@appalachianhardwood.org. An industry/supplier badge is required for market access and should be purchased in advance.

Suppliers are welcome on Monday and Tuesday of market. There are accommodations and transportation available at the market's website.

Congress Has Packed Fall Agenda & Mid-Terms

By Dana Lee Cole, Executive Director

The hot, humid dog days of August are upon us in Washington, D.C. and both Houses of Congress are in recess. The House left in late July and the Senate followed on Aug. 10, squeezing in a rare Saturday session to wrap up votes to advance a government funding Continuing Resolution (CR) to keep federal government operations running through Dec. 11.

The House had previously passed a measure extending funding so job one for both upon their return in will be reconciling the two approaches. This is only the first on the long list of items that need Congressional action by the end of September.

Members of Congress will be looking past September to Nov. 3, Election Day 2026; both Houses will be in recess for October to focus on campaigning and plotting for potential post-election action.

Before they leave town again, there are several items that will receive attention…if not final action:

The federal surface transportation law, known as the Highway bill expires Sept. 30. Although the House Transportation and Infrastructure Committee passed a highway bill reauthorization measure earlier this year, that legislation has not advanced to the House floor.

The Senate lags far behind the House in its fashioning of the bill, which means an extension will be necessary. While there were high hopes that a Highway bill, including some increased truck weight measures long sought by the hardwood industry, would finally pass, the tight schedule and election results could get in the way of success.

Once Congress returns in November, there are very few days for Members to get a Senate bill together, come to some sort of agreement with the House version of the bill, and get a final product to the White House. Election results will also play a role…depending on which party takes control in January, compromise may be off the table for the balance of 2026.

Unfortunately, the Senate failed to advance its version of a Farm Bill before the August recess and will be trying to take another run at committee action when they return in mid-September. Farm Bill programs also expire September 30, but the most high profile and expensive provisions traditionally included in the Farm Bill—row crop and dairy subsidies and domestic food and nutrition assistance programs for low-income households, were extended through 2031 as part of last year's H.R. 1 (One Big Beautiful Bill Act).

However, important forestry programs like Wood Innovation and Wood Energy grant funding are not covered in the extension. Although Senate Agriculture Chairman Boozman remains committed to moving legislation from the Committee, he has signaled that a Farm Bill extension addressing all of the other titles, including those in the Forestry title, in the comprehensive measure will not be necessary until the end of this year, indicating that Farm Bill action will most likely take place post-election.

We at the Hardwood Federation anticipate that GOP leadership in both chambers will continue to push for a budget reconciliation bill to address military spending needs, as well as agricultural assistance. The Federation is well positioned if this measure moves forward as this will be the vehicle for supplemental appropriations that will provide $200 million for U.S. hardwood producers.

Interestingly, included as part of last week's Senate passed CR are a few trade and tax provisions which may also provide a launch pad for our hardwood economic relief language when budget negotiations begin in earnest following the election.

The House and Senate may be in recess, but the Federation team continues to work through these and other issues with our champions on the Hill and with Administration contacts.

We continue to actively advocate for a positive outcome and will keep the industry updated. Keep an eye out for Action Alerts in the coming months…We may need your help once a final push begins!

AHMI Benefits Programs

AHMI has established partnerships with a variety of companies to provide financial services, insurance and benefits to member companies and employees. Please contact these companies for more details and to sign up.

Preventative Wellness Program

Employer's Choice is a national company that provides preventative wellness programs through the Affordable Care Act and funded by federal tax savings. These wellness programs have proven to reduce long-term health risks and are available to all employees.

Wellness programs improve employee benefits and health while increasing company profits. There are no out of pocket expenses for the program. For more information, contact Grant Deviney at grant@deltawealthservices.com or call (828) 382-7755 ext. 1.

401k Multiple Employer Plan

The AHMI plan allows hardwood companies to pool existing retirement accounts or start new programs for employees. Participants have access to low-cost investments that are typically only available to very large corporate plans. There is 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.

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



AHMI Event Calendar

AHMI 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:

2026

Sep. 21: **PennYork Club**, State College, PA
Sep. 22-23: **PFPA**, State College, PA
Oct. 6-8: SUSTA Inbound Trip TN & AL, McMinnville, TN
Oct. 12-14: **CLT Conference,** Lexington, KY
Oct. 17-21: **High Point Furniture Market**, High Point, NC
Oct. 19: **ISFD Pinnacle Awards,** High Point, NC
Nov. 10: **ALC Meeting**, Kingsport, TN

2027

Jan. 12: **ALC Meeting**, Greensboro, NC
Feb. 8-10: **IHLA**, Indianapolis, IN
March 3-7: **AHMI Annual Meeting**, Bonita Springs, FL
March 9: **ALC Meeting**, Roanoke, VA
April 10-14: **High Point Furniture Market**, High Point, NC

To participate in these events or form more information, contact AHMI office at (336) 885-8315.

Appalachian For Your Exhibits

AHMI has brochures, books, wood sample kits and other materials member companies can use in exhibitions to explain the benefits of Appalachian Hardwoods and forest management.

We also have videos and slide presentations for interactive messaging. AHMI has increased the number of promotion videos posted on our website and YouTube. We encourage members to link these from your website or social media pages.

Visit www.appalachianhardwood.org for links to these and meeting presentations. For details, please email info@appalachianhardwood.org.



WHY IT MATTERS

Today's buyers want more than quality wood—they want a responsible sourcing story they can trust.

Certified Appalachian helps you deliver that story with confidence.

- **Build customer trust** with verified origin
- **Provide documentation** to support sustainability claims
- **Assure legal sourcing** through procurement and ownership records
- **Deliver transparency** with county-level harvest data
- **Strengthen your story** with third-party audit review
- **Back it up with data** from U.S. Forest Service forest inventory

WHAT CERTIFIED APPALACHIAN VERIFIES

VERIFIED APPALACHIAN ORIGIN
Hardwood is sourced from within the defined Appalachian Hardwood region.

LEGAL HARDWOOD SUPPLY
Procurement records support legal ownership transfer through the supply chain.

COUNTY-LEVEL TRANSPARENCY
Harvest origin is tracked to the county level for greater visibility and accountability.

THIRD-PARTY AUDIT REVIEW
Participants are reviewed for compliance with program requirements.

DATA-BACKED SUSTAINABILITY
The program is tied to U.S. Forest Service Forest Inventory and Analysis data tracking forest growth, removals, mortality, and harvest activity.

BUILT FOR REAL HARDWOOD MARKETS

- Cabinets
- Furniture
- Flooring
- Millwork & Moulding
- Wood Components
- Truck Trailer Flooring
- Pallets
- Railroad Ties
- Industrial Hardwood Products

From manufacturers to designers to end users—Certified Appalachian helps meet the growing demand for legal and sustainable wood.

A STRONG STORY. A STRONGER MARKET.

When customers care about where their wood comes from, Certified Appalachian helps make Appalachian hardwood the clear choice.

LEGALLY SOURCED | REGIONALLY VERIFIED | SUSTAINABLY SUPPORTED | THIRD-PARTY REVIEWED

SOLID APPALACHIAN HARDWOOD

APPALACHIAN HARDWOOD MANUFACTURERS, INC.
Strong Roots. Responsible Future.

Learn more about the Certified Appalachian program and how it can strengthen your products and your brand.
www.appalachianhardwood.org