November 2026 Newsletter

A monthly publication of Appalachian Hardwood Manufacturers, Inc.

Appalachian Hardwoods Get Attention At Market

The use of American hardwood species kept pace with substitute materials and imports at the 2026 Fall High Point Market.

The annual show was Oct. 17-21 and attracted thousands of manufacturers, retail store buyers and designers from around the world. Attendance was slightly ahead of expectations and the majority of upper-priced manufacturers and many in mid-priced categories said they received orders.

Kincaid and American Drew companies were purchased earlier this year by Banner House and the new owners expanded offerings. New groups in solid hardwood were introduced at both showrooms and the majority were in American species.

Much of the manufacturing for these companies is done in Vietnam and China and designers specify American species. Kincaid introduced groups in maple, oak and spruce.



Century Furniture Maison Group in White Oak

"We had a great market because customers like the stability (of new owners)," said a lead designer. "We had new product with fresh looks and our customers liked it."

Century Furniture increased its Maison group in oak solids and veneers. The collection includes large dining room tables for high-end design driven

(See Furniture on page 2)

Markets, Succession Focus of 2027 Annual

Appalachian Hardwood Manufacturers invites you to attend the **2027 Annual Meeting** on **March 3-7, 2027** at Hyatt Regency Coconut Point Resort in Bonita Springs, FL.

The business sessions will offer details on key issues for the Appalachian Hardwood industry and there is ample time for networking and recreation.

The agenda includes morning business sessions, afternoon sporting events, receptions each evening and a closing banquet dinner.

The planned business presentations are:

- Do You Have A Plan For Succession? Kathleen Kelly, Marsh Insurance specialist, will explain succession planning and its importance. She will share new options available for business owners.

- Learn about **Mass Timber Markets For Low Grade Lumber** from Roland Hernandez, Stiles Machinery mass timber expert. Poplar is approved as a CLT material and is being considered by contractors. These markets continue to grow.



Hyatt Regency Coconut Point, Bonita Springs, FL

- Dana Cole, Hardwood Federation executive director, will discuss **Washington in 2027 and efforts to secure Hardwood Relief.** You will learn about the new Congress.

- Meet Jessica Siraco, Real American Hardwood's new development director, and hear about the **RAH Promotion Plan** educating consumers and prosumers on the use of Real American Hardwood.

(See Meeting on page 3)

Furniture from page 1

homes.

The Hickory, NC, based manufacturer expanded its bedroom and dining room collections with other pieces in oak and maple.

Vaughan-Bassett Furniture in Galax, VA, increased its solid oak groups with the introduction of Nantucket. The collection allows consumers to pick the style, finish, hardware and pieces with delivery time in as little as 14 days.

The company found retailers were filling gaps in offerings for American made products that were manufactured well and hit a competitive price point.



Gat Creek Furniture Cherry Dining Set With Natural Finish Was Very Popular

Yutzy Woodworking introduced a new finish on cherry that got attention for its solid hardwood furniture. The Champange group had a medium finish with darker highlights that showcased the cherry features.

Yutzy team members said it received attention along with other solid hardwood designs in the showroom. The Reminisce bedroom in oak had moulded solid wood door fronts that got attention.

Gat Creek Furniture continues to be a design and finish leader with a new group introduced in cherry. The dining and bedroom pieces have a clear, satin finish that set off the features of cherry.

The Berkeley Springs, WV, manufacturer introduced a bedroom in oak which used both white oak and red oak solids. Another group expanded offerings in walnut.

The High Point Market Authority reported that buyer attendance was up 2% from the spring market and overall registrations were 3% over the spring. International buyer company registrations were up 3% versus the spring. The HPMA reported more than 1,200 new buyer companies.

HPMA and the National Kitchen and Bath Association (NKBA) expanded their partnership at Market. The groups have a pavilion that included daily presentations on design elements in the kitchen and bath that complement furnishings throughout the home.

The next High Point Market is set for April 10-14, 2027.

MEMBERSHIP

AHMI welcomes the following new members:

Suppliers

TimberSync LLC
Ace Heinle
110 Morgan St
Versailles, KY 40383
Tel: 859-940-5108
Email: ace@timbersync.com
Website: www.timbersync.com

Tawney Risk Solutions
Kris Tawney
PO Box 1050
Lewisburg,WV24901
Tel: 681-318-3131
Email: kris@tawneyinsures.com
Website: www.tawneyinsures.com

Please contact these companies to learn more about their services. Additional information is available from the AHMI office.

New members are the lifeblood of the association. If you know of companies that should be members, please share that information with the AHMI office and we will contact them.

The 2027 membership invoices and *Appalachian Hardwood Resoure Guide* details will mail on December 1.

Meeting from Page 1

- Ace Heinle, TimberSync owner, will discuss how **TimberSync Locates Trees For Harvest.** The program has helped dozens of sawmills secure logs.

- AHMI has invited a leading furniture design professor to discuss the application of **solid Appalachian hardwoods in student furniture design**.

- Annual Business Meeting

- Producer & Distributor Divisions Meetings

NETWORKING - CONNECTING - SOCIALIZING

FUN!! scheduled daily:

- Annual Golf Tourn. Friday
- Annual Fishing Tourn. Friday sportfishing
- Golf Event Saturday
- Croquet Tournament Saturday
- Afternoon on the Beach Saturday
- Evening Receptions daily
- Chairman's Banquet Saturday
- Relaxation on the Gulf Coast DAILY

AHMI visited the Hyatt Regency Coconut Point in 2015 and it has had two multi-million dollar renovations. Considered the finest destination resort in Southwest Florida, the award-winning Hyatt Regency Coconut Point Resort & Spa has plenty to enjoy. All 18 floors of newly renovated guestrooms with floor-to-ceiling glass doors and balconies with spectacular coastal views.

Three acres of waterslides, a lazy river, and four pools are available exclusively to resort guests, with plenty of palm trees, cabanas, and comfortable lounge chairs to enjoy all day. Included with your guestroom reservation is the Island Excursion, a 15-minute boat ride to Big Hickory Island.

Attendees should book travel to Fort Myers International Airport with taxis and private shuttles available to the resort.

Please **REGISTER BY DEC. 31** for a drawing for $100 Spa Gift Certificate **OR** $100 AMEX gift card. Make room reservations at Hyatt Regency Coconut Point start at $449.99 and block ends Feb. 3.

Visit www.appalachianhardwood.org/meetings for details. Please complete the registration form on page 7 of this newsletter and print and mail or visit **our website.** Call AHMI at (336) 885-8315 or email info@appalachianhardwood.org for more information.

We look forward to seeing you there!

2027 Annual Meeting Agenda

Wednesday, March 3

5:30 pm - Early Bird Reception

Thursday, March 4

Morning activities on your own

8:30 am - AHMI Board of Trustees Meeting
3-4:30 pm - Registration
5:30 pm - Welcome Reception

Dinner on your own

Friday, March 5

8:30 am - General Session

Business Presentations

11:45am - Golf Tournament Medal Play
12 pm - Fishing Tournament
5:30 pm - Reception

Dinner on your own

Saturday, March 6

8 am - Producers Meeting – *Producers only*
8 am - Distributors Meeting – *(open to all)*
9:15 am - General Session

Business Presentations, Annual Meeting

12 pm - Golf Event - 3s & 4s Tournament
2 pm - Croquet Tournament
2-4 pm - Fun on the Beach
5:30 pm - Reception & Chairman's Banquet

Sunday, March 7

8:30 am - Fellowship of Christian Lumbermen

Travel home safely!

Dining ....

Distinctive restaurants plus Regency Club offer plenty of dining options for guests.

Tanglewood - Discover the flavors of Bonita Springs at Tanglewood- A Southern Kitchen. Savor Southern classics including shrimp and grits, fresh catch selections, and house-made deviled eggs. **Tarpon Bay** - Experience exceptional dining at Tarpon Bay, where scenic fountain and lake views create the perfect backdrop for an unforgettable evening. Savor expertly prepared seafood and contemporary coastal cuisine, thoughtfully crafted with fresh ingredients and distinctive flavors.

Mangroves Bar - Relax with a handcrafted cocktail and appetizer, watch sporting events or mingle with friends at Mangroves. Take a seat in the bar or on the patio.

Bernhardt Wins 10 Pinnacle Awards For Designs

The International Society of Furniture Designers (ISFD) celebrated its Annual Pinnacle Awards at the High Point Market and AHMI member Bernhardt was recognized with 10 awards.

The annual competition promotes design quality and recognizes furniture designers within the retail home furnishings industry. There were more than 20 categories in 2026.

Appalachian Hardwood Manufacturers, Inc. sponsored the Designer Maker category and there were seven sub-groups. The winners were:

Dining - A Coming Together Two by MosArt, Inc. and designed by Bruce M. Schuettinger

Lighting - Hyland Lamp by Ryan Hardy Studio and designed by Ryan Hardy

Occasional Storage - Understory by Ringheim Custom Woodworks and designed by David Ringheim

Occasional Tables - Korv by Matthew Kempa Design

Youth - Lenna's Cradle by jn design and crafts and designed by Jinsoo Kim, Designer

Bernhardt won Pinnacle Awards were for:

MAJOR COLLECTION - Asana Collection and Brasea Collection groups in a variety of solids and veneers

OCCASIONAL STORAGE - Geneve Buffet framed in wire-brushed oak

OCCASIONAL STORAGE - Darrow Entertainment Credenza

OCCASIONAL TABLES - Atico Table Group

STATIONARY UPHOLSTERY - Moxi Fabric Swivel Chair

LEATHER UPHOLSTERY - Quincy Leather Swivel Chair

MOTION UPHOLSTERY - Brighton Leather Power Motion Seating Group

OUTDOOR - Calypso Outdoor Swivel Chair

FINISHINGS - Lume Finish

Details are available at https://isfd.org/2026-pinnacle-awards-recipients/



Bernhardt's Asanea group in White Oak



A Coming Together Two in Oak solids



Lenna's Cradle in Walnut solids



Understory in Walnut solids

Wood Innovations Grant Applications Delayed

The Wood Innovations grant application period could open this month, according to USDA. The grants await final approval from the federal fiscal year 2027 budget. Officials do not expect a delay like 2025 when the grants did not begin accepting applications until late February 2026.

Appalachian Hardwood Manufacturers encourages members to utilize the grantwriting service provided by Jozana Grant Services, a new Supplier member. The company assists in securing grant funding to make projects happen and focuses on helping small businesses obtain grants, tax credits, utility incentives, and other non-dilutive funding for capital projects.

USDA invested more than $80 million in 2026 to expand innovative uses of wood as construction materials, energy sources, and in manufacturing and processing input for wood products. Many AHMI member companies were recipients.

If the Farm Bill passes this year, the maximum award for the Community Wood Energy grant will increase. There are changes to the number of biomass energy and innovative wood product projects the grant can fund.

There is an additional grant opportunity that Appalachian Hardwood processors can benefit from, according to Jozana. The USDA opens Value-Added Producer Grants (VAPG) every February to agricultural processors.

To qualify for one of these grants, at least 50 percent of the timber these mills process must either:

A) come from timberland the company owns or

B) come from timber the company's own crews have logged.

The company needs to own or log at least 50% of the wood it processes. Like the Wood Innovations grant, the VAPG grant supports projects that increase production capacity. Awards are capped at $200,000 and require a 1:1 match.

The maximum award for the Wood Innovations grant will remain the same at $300,000.

Since 2015, the Wood Innovations and Community Wood Grant programs have provided more than $240 million to more than 500 recipients to support wood products and energy projects. WIG



can fund:

- Architectural and engineering designs, cost analyses, permitting for commercial wood construction or wood energy projects development.
- Establishing or increasing wood products manufacturing to support forest restoration.
- Developing wood energy projects that use residues from wood products or woody biomass.
- Developing commercial woody biomass and wood product industrial parks.
- Overcoming market barriers to use wood.
- Purchase and install manufacturing equipment at a mass timber production facility.
- Expand a sawmill to add higher value production lines that incorporate innovative technologies and cost cutting measures.
- Purchasing stationary processing equipment to create markets.

Below is a list of grant programs:

- USDA Forest Service: Wood Innovations Grant
- USDA Forest Service: Community Wood Energy & Wood Innovation
- Virginia: AFID Facility Grants
- Tennessee: Agricultural Enterprise Fund
- Tennessee: AgTrack Cost Share
- Pennsylvania: Alternative & Clean Energy Program
- Pennsylvania: Agriculture Innovations Grant
- New York DEC: Advancing Forest Markets

Please visit https://www.fs.usda.gov/science-technology/energy-forest-products/wood-innovation to watch for updates.

For more information or assistance in completing grant applications, contact Jozana Grant Services and Joel Dulin at jdulin@jozanagrants.com or call 270-236-5258.

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.

Wellness Program

Shepherd Wellness 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. To set an appointment, contact Grant Deviney at grant@deltawealth.com or (828) 382-7755 ext. 1.

401k Multiple Employer Plan

Appalachian Hardwood 401k MEP 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.

Sell Certified Appalachian

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.

The application is quick with most companies approved in seven days. For more information, call the AHMI office at (336) 885-8315. Please view online at appalachianhardwood.org/certified-legal-sustainable

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

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
April 28-29: **Furniture Expo**, Charlotte, NC
Sept. 14: **ALC Meeting**, TBD
Sept. 21-23: **NHLA Convention**, Cherokee, NC
Oct. 23-27: **High Point Market**, High Point, NC
Oct. 25: **ISFD Pinnacle Awards**, High Point, NC
Nov. 9: **ALC Meeting**, TBD

To participate in these events or form more information, contact AHMI office at (336) 885-8315. If you know of other events, please share those with AHMI.

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.

AHMI Annual Meeting March 3-7, 2027
Hyatt Regency Coconut Point, Bonita Springs, 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. **Reserve your room online at www.appalachianhardwood.org/meetings** The room cutoff is Feb. 5, 2027.

Registration before Feb. 15, 2027:

AHMI MEMBER - $625 per person **GUEST - $725** per person
SPOUSE & ADULT CHILD - $475 **GUEST SPOUSE - $575**
CHILDREN AGE 10-18 - $375, UNDER 10 - $200

Add $75 to any registration fee after Feb. 15, 2027

Registration includes three receptions, closing banquet dinner, business sessions and breaks, afternoon at the beach, and fun!

Full registration fee refunded on cancellations received by Feb. 3 2027. Cancellations received after that will be subject to 50% forfeiture.

REGISTER for AHMI'S 2027 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., March 3 at 5:30 pm

___ **Beach Fun & Drinks** Sat., March 6 from 2-4 pm

Chairman's Banquet Saturday at 6:30 pm *(included in registration fee)*
_____ people will attend

Golf Tournament **Frid. 12 pm start** at *Saltleaf Golf Preserve - medal play*
(lunch, range balls. Rental clubs available.)
Name:_____ **FEE: $380**
Name:_____ **FEE: $380**

Fishing Tournament **Frid. 12:30 pm start** sportfishing
(4-hour fishing trip, includes boxed lunch, drinks, tackle, bait, license)
Name:_____ **FEE: $260**
Name:_____ **FEE: $260**

Golf Executive 3s & 4s Tourney **Sat. 12 pm start** at *Bonita Fairways*
(All par 3s and 4s - multi close-to-pins & other games. Lunch)
Name:_____ **FEE: $150**
Name:_____ **FEE: $150**

Croquet Tournament **Sat. 2 pm** *(on site)*
Name:_____ **FEE: $25**
Name:_____ **FEE: $25**

Check # _____Received _____ **TOTAL $**_____

Credit Card # _____ Exp. _____ Sec. Code_____ Billing Zip_____