

An aerial photograph of a vast, dense evergreen forest, likely in the Pacific Northwest. The trees are tall and closely packed, creating a rich green canopy. The lighting suggests a sunny day, with some areas appearing brighter than others.

PROPOSED STRATEGIC PLAN FOR WASHINGTON STATE FOREST PRODUCTS SECTOR 2017 - 2019



Department of Commerce



Department of Commerce

OFFICE OF ECONOMIC DEVELOPMENT
& COMPETITIVENESS

ABOUT THE SECTOR LEAD



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As a product of Washington's timber country himself, Brian Hatfield's passionate support for rural economic development and the defense of our state's natural resources industries stood out during his 26 years of service, in and around the State Legislature. Brian first worked as an assistant to State Senators Arlie DeJarnatt and Sid Snyder, before being elected to the House of Representatives from southwest Washington's 19th Legislative District in 1994. He served in the House for 10 years, before joining the staff of Lieutenant Governor Brad Owen in 2004. In 2006, Brian became State Senator and, for most of his tenure,

chaired the Agriculture, Water & Rural Economic Development Committee. Brian also represented the Senate Democratic Caucus on the Lt. Governor's Legislative Committee on Economic Development and International Relations; and the Community Economic Revitalization Board, run by the Washington State Department of Commerce. Brian is a graduate of Washington State University, with a degree in Public Administration.

THE INDUSTRY SNAPSHOT

Governor Inslee's top priority is to create an economic climate where innovation and entrepreneurship thrive and create good-paying jobs in every corner of our state. Older than statehood, Washington's forest products sector has provided wise stewardship of our natural resources and community sustaining, family wage jobs for over 165 years. Despite challenges, the industry's ability to innovate, modernize and diversify provides proof that this giant piece of Washington's past will also play a critical role in our future.

HOW DO WE DEFINE THE FOREST PRODUCTS SECTOR

The industry consists of companies engaged in operating timber tracts, nurseries, seeding reforestation and harvesting timber and other forest products. The industry also includes related services such as cutting, logging, transporting, estimating and other forest management services. Products include lumber, plywood, flake board, chips, sawdust, wood flooring shingles, tiles, millwork laminated veneer, fencing and other primary wood products. Factoring in pulp and paper and value-added wood products (such as doors, window frames and stairs) makes forest products the third-largest manufacturing sector in the state of Washington.

IMPACTS OF INDUSTRY IN WASHINGTON

There are over 1,700 forest products related businesses, scattered throughout Washington. The overall jobs impact (direct, indirect and induced) for 2013 is 105,000 workers, earning \$4.9 billion in wages. This represents 3 percent of the total wages paid in Washington State. Gross business income in forestry related industries is approximately \$28 billion per year, with \$175 million paid in state and local taxes. According to a report by the Washington State Employment Security Department, more than 10 percent of forestry-related jobs are "green," compared to about 3 percent for the state economy as a whole.

WHAT'S NEXT?

Advancements in construction, such as cross laminated timber, combined with the knowledge that wood building materials produce less air and water pollution, require less energy, and generate less carbon dioxide emissions than other common building materials, means that forest products will continue to play a key role in our state's efforts to address climate change and reduce carbon emissions. Likewise, the age-old use of biomass to power sawmills and pulp and paper mills is being modernized and adapted on a broader scale for more efficient use to provide renewable energy for communities in the Pacific Northwest and across the country. Even our future airline flights could be powered by jet fuel made from forest products, if projects under the direction of the University of Washington and Washington State University continue to succeed. This research has already sparked the interest of the Department of Defense, Boeing, Alaska Airlines and other commercial carriers.

INDUSTRY SECTOR BASED ECONOMIC DEVELOPMENT STRATEGIES

Governor Inslee's top priority is to create an economic climate where innovation and entrepreneurship can continue to thrive and create good-paying jobs in every corner of our state. Our sector-based economic development strategy is a reflection of the fact that we face intense international and interstate competition for good jobs. We have to be constantly vigilant about identifying opportunities and strategies for supporting existing employers

and cultivating new ones in Washington - we can't rely on luck for the next Boeing, Microsoft or Amazon to land here.

As such, Washington's industry sector economic development program's primary mission is to grow and strengthen communities through statewide industry sector strategies. While every industry has unique needs and ways of accomplishing their vision for growth, the Industry Sector Development

Program focuses our efforts across three common efforts:

- Fostering Collaborative Public/Private Partnerships
- Growing and Diversifying Washington's Industry Sectors with a Strong Business Climate
- Encouraging a 21st Century Workforce Ready to Meet Industry Needs

A BALANCED REGIONAL ECONOMIC DEVELOPMENT STRATEGY WILL HAVE ACTIVITIES AND INVESTMENTS IN EACH OF THE FOCUS AREAS.



BRAINPOWER

To compete globally, a region needs 21st-century brainpower—people with the skills to support globally competitive businesses. Economic development starts with sound education and imaginative, entrepreneurial educators.



INNOVATION AND ENTREPRENEURSHIP NETWORKS

A region needs business development networks to convert this brainpower into wealth through innovation and entrepreneurship. These networks include cluster organizations, angel capital networks, mentoring networks, and so on.



QUALITY, CONNECTED PLACES

Third, a region needs a strategy to develop quality, connected places. Skilled people and innovative companies are mobile; they can move virtually anywhere. They will choose to locate in places that have a high quality of life and that are connected to the rest of the world.



BRANDING EXPERIENCES

Next, a region needs to tell its story effectively through defining its most distinctive attributes and communicating them. These stories are important, especially for regions facing a "brain drain." Young people want to live in regions with a future, and they can see this future most clearly through the stories they hear about a region.



CIVIC COLLABORATION

Finally, a region needs leaders skilled in the art and discipline of collaboration. The economy demands the ability to collaborate to compete. Economic and workforce development investments involve multiple partners. A region that understands how to collaborate will be more competitive.

ABOUT THE INDUSTRY

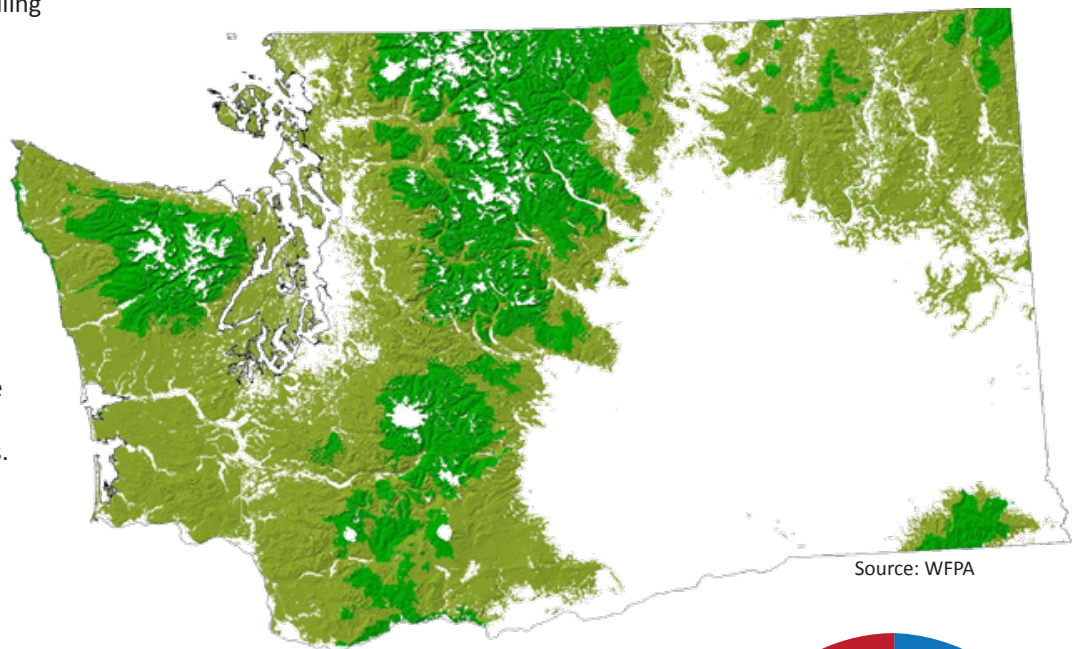
Governor Inslee's top priority is to create an economic climate where innovation and entrepreneurship can continue to thrive and create good-paying jobs in every corner of our state. Older than statehood, Washington's Forest Products Sector has provided wise stewardship of our natural resources and community sustaining, family wage jobs for over 165 years. Despite challenges, the industry's ability to innovate, modernize and diversify provides proof that this giant piece of Washington's past will also play a critical role in our future. As the state's lead advocate for the industry, improving relationships, extolling accomplishments and promoting (whenever and wherever) the expanded use of wood products are more than just goals on paper. They are crucial to the success of the position and, more importantly, our partner businesses.

ELEVATOR PITCH

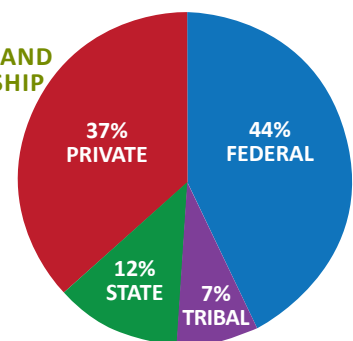
Our rural communities are eager to seize on the opportunity to build on a history of innovation that is environmentally responsible and provides a vibrant economic future. This starts with a commitment to promote advances in wood manufacturing technologies that rebuild robust economies resilient to economic and political change. Imagine if we were able to link the growth in our urban areas, which are among the fastest in the

nation, with our rural areas through initiatives as simple as promoting the use of products milled in our forest communities like cross laminated timber products. We will ensure the longevity of one of Washington's original industries and protect our quality of life because milled building materials produce a smaller carbon footprint and add to our economic vitality.

WASHINGTON STATE FORESTLAND = 23 MILLION ACRES.



FORESTLAND OWNERSHIP





MISSION STATEMENT

Build policies, partnerships and coalitions to ensure the longevity and sustainability of quality forest product jobs and our communities that depend on them. Work with our industry partners and stakeholders to promote a healthy environment, strong communities and economic prosperity for generations to come.

STRENGTHS

- Nation second largest industry
- The most trade dependent state in the nation
- More than 70% of the economic activity generated by the Forest Products Industry comes from private working forests
- Staying in Washington; environmentally friendly forest practices

WEAKNESSES

- The perception that the industry has outlived its potential
- Environmental concern over past practices
- The growth of the industry has limited reach

OPPORTUNITIES

- Federal lands dominate the state, with 44% ownership, and produce just 3% of the overall statewide timber harvest.
- Protecting public resources, such as fish and wildlife habitat, clean air and water, fire prevention, and green building materials.
- With 23 million acres of forestland, and 47% is working forests, producing economic activity from forestry, wood and paper products.
- Washington State has created an opportunity through forest and fish laws that have a strong 50-year Forest Practices Habitat Conservation Plan.
- Innovative products (such as CLT) coming online; wood construction as a way to help solve climate change/carbon pollution issues; clean energy from biomass can replace fossil fuels.

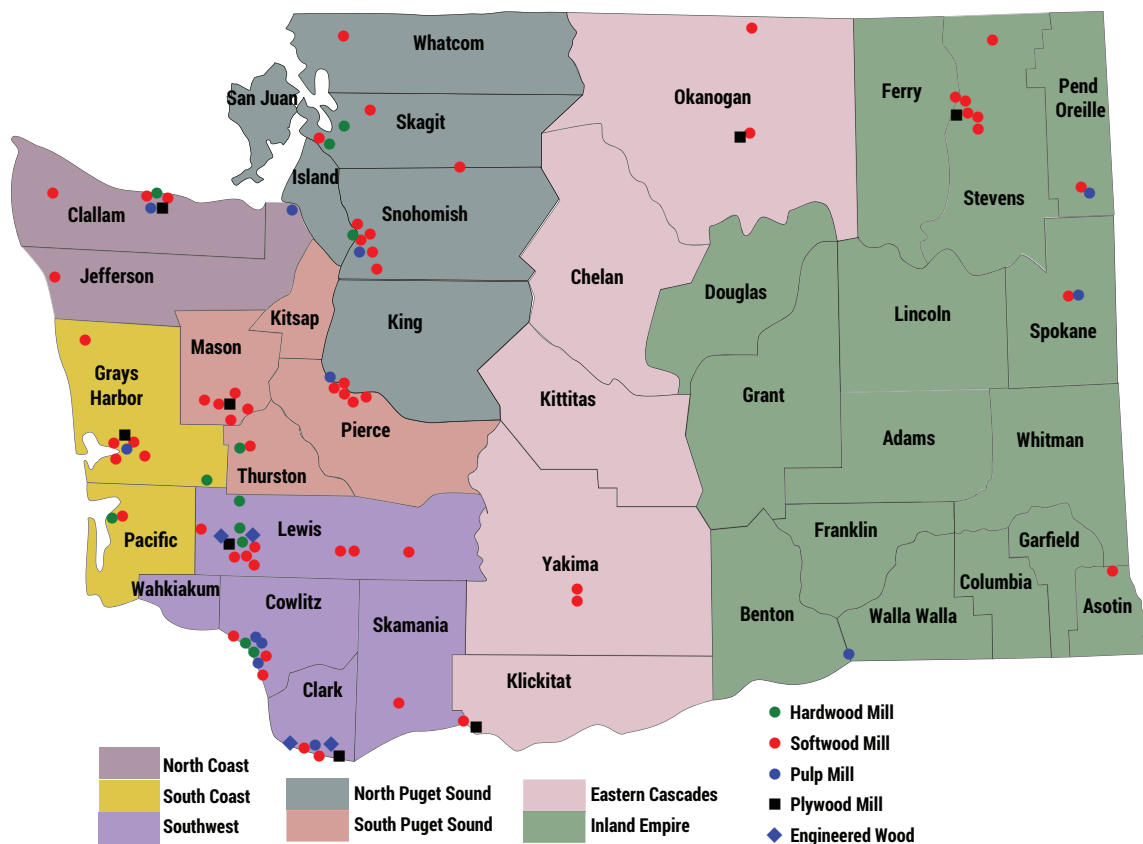
Our state has been blessed with the most beautiful and productive forestlands in the world and the stewardship of this legacy should be key in our efforts. Over the past century we have utilized the resources to build vibrant communities and today we look to build a cooperative management approach. This involves public policy makers, private landowners, native tribes, environmental protection groups and the public all contributing to an effort to maximize the economy of our resource while protecting it. So often we see these goals as being in

opposition, but we need to have the vision and forbearance to see these things as compatible and work collaboratively, it is too important to our small communities future.

In response to concerns over the protection of our rich natural treasure, private forest landowners took a pro-active approach to define property rights and include living up to environmental responsibilities. Washington State has created an opportunity through forest and fish laws that have a strong 50-year For-

est Practices Habitat Conservation Plan. This does not exist elsewhere in the country and provides a new baseline of forest landowner property rights; specified environmental protections in exchange for long term federal regulatory assurances. Public, political, legal and scientific support is necessary to uphold the assurances committed to the initiative and is a shining example of how these partnerships can thrive.

WASHINGTON STATE WOOD PROCESSING FACILITIES BY TIMBERSHED



INDUSTRY ANALYSIS

A BRIEF HISTORY

The Pacific Northwest is one of the world's major timber producing regions in the world, with its regional capacity to produce wood on a sustained yield basis. The Legislature finds that the state's forest products industry plays a critical economic and environmental role, and that it is in the state's best interest to support and enhance the industry. The Forest Products Industry consists of three primary forestry sectors — wood manufacturing, paper manufacturing, forestry and logging and port activity. Washington is the most trade dependent state in the nation, and leads the nation in exporting of wood, paper and lumber products. More than 70% of the economic activity generated by the Forest Products Industry comes from private working forests. About ½ the state is forested, with 23 million acres of forestland, and 47% is working forests, producing economic activity from forestry, wood and paper products. The remaining 53% of the forests is reserved for recreation, scenic beauty, parks and other natural areas, including the regulatory and voluntary restrictions set-aside for environmental protection on county-state-tribal-and private forestland. Federal lands dominate the state, with 44% ownership, and produce just 3% of the overall statewide timber harvest. Each year forest landowners replant about 52 million seedlings, in a never ending cycle of growth-harvest-regrowth. On average forests are increasing in Washington. The total volume of trees are growing 2.2 times faster than harvest, but 26% of the annual wood growth in Washington

is lost each year due to mortality, or trees dying because of insects, diseases and fire. Factors that Effect Growth: Maintaining political and public support for current and new markets and ensuring equitable taxation helps reduce investment risk and is a key to attracting global investment in working forests.

NATIONAL PICTURE

The United States has been a global leader in the production of wood and paper products since 1961, although the US share of global production has declined. Forests products consumption and production are heavily correlated with US economic activity. Solid wood correlates mostly with the US housing market, which is a driver of the economic well-being of the Forest Products Industry, and the paper and paperboard sector is most strongly influenced by total manufacturing output in the United States, which responds to business cycles. Access to overseas markets helps to even out the ups and downs of the cyclical housing sector. In 2009, privately-owned housing starts bottomed out at a historic low, 2/3rds of the average national starts of 1.5 million (down to 554mm) and consequently statewide timber harvest was at a 100 year low in 2009, even lower than the great recession of 1932. As housing starts return to normal (currently 1.2 mm units as of Nov.), and markets recover for wood and paper products, so will the full economic activity of the forest products industry. Washington is the 2nd largest producer of softwood lumber in the nation and for the housing market, in the U.S.

STATE PICTURE

The Pacific Northwest grows some of the most valuable timber species, providing excellent growing conditions. As the second largest lumber producers in the U.S., WA provides timber investors with a stable downstream market. It is a diverse industry that includes more than 1,700 firms in:

- Forestry and logging
- Wood products manufacturing
- Paper products manufacturing
- Furniture and cabinet manufacturing
- Wood and paper wholesalers
- Deep sea freight transportation

BUSINESS INDUSTRY

The average pay for a direct job in Washington's Forest Products Industry is more than \$55,000, per year for a total of \$2 billion in direct wages. This is more than the state average of \$53,000 per year in 2013. Overall direct, indirect and induced wages is \$4.8 billion in 2013, or 3% of total Washington State wages paid in 2013. Total gross business income for the forest products industry was \$26.5 billion in 2013.

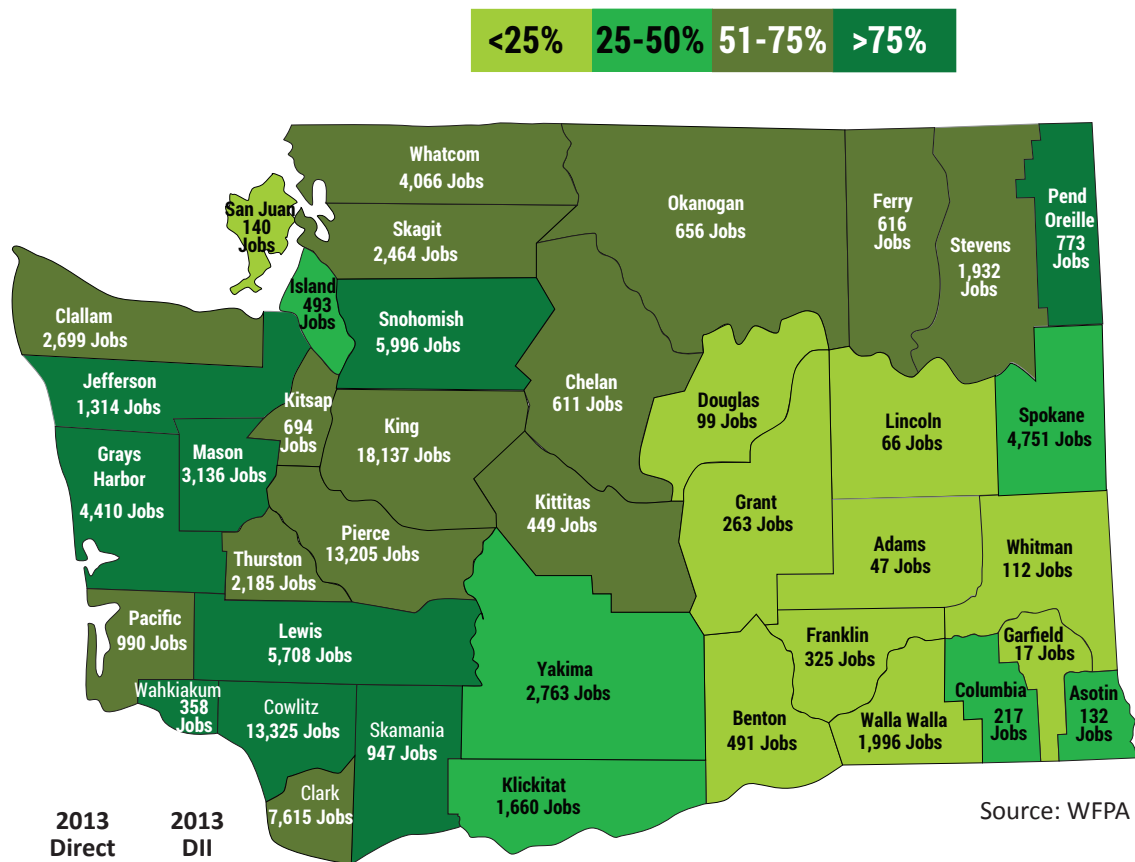
WASHINGTON'S COMPETITIVE ANALYSIS & ADVANTAGE

Washington's forest products industry is one of the world's major forestry hubs. Unparalleled market diversity (both domestic and in Asia) is a competitive advantage in Washington. Its strength is rooted in our Evergreen State's natural

resources, temperate climate, our strategic location to both domestic and international markets, exceptional transportation systems and infrastructure, along with more than 160 years technological and

scientific experience. This region consistently produces some of the highest per-acre values in the world, and is seen globally as a premier timber investment environment.

PERCENTAGE OF COUNTY THAT IS FORESTLAND



Source: WFPA

INDUSTRY SECTOR	2013 Direct	2013 DII				
Forestry & Logging	5,681	8,762				
Sawmills	13,608	38,021				
Pulp & Paper Mills	10,072	30,201				
Furniture	4,519	8,556				
Wholesaling	5,927	13,938				
Ports	1,659	5,508				
TOTAL	41,466	104,986				

Direct, Indirect & Induced Wages	Direct	Indirect	Induced	TOTAL JOBS
\$4,879,645,181	41,466	36,186	27,334	104,986

MARKETING PLAN



OBJECTIVES

Building understanding that our forest industry has modernized and is ready to provide for our future. The industry is poised to provide building materials that are renewable, environmentally sound, and can provide solid economic benefits to us domestically and to trading partners internationally.

STRATEGY

Telling the story

TACTICS

Replace traditional attitudes with a fresh and unbiased approach to problem solving and collaboration.

We cannot overstate the benefits of Washington's 50-Year Forest Practices Habitat Plan as proof of the benefit to our rural communities.

PARTNERS

- Washington Forest Protection Association www.wfpa.org
- Washington Contract Loggers Association www.loggers.com
- Northwest Pulp & Paper Association www.nwpulppandpaper.org
- American Forest Resource Council www.amforest.org
- Washington Farm Forestry Association www.wafarmforestry.com
- Washington State Department of Natural Resources
- Washington Friends of Farms & Forests www.wafriends.org

- WSAC Timber Counties Program www.wacounties.org/timber_counties.php
- Society of American Foresters www.safnet.org
- American Wood Council www.awc.org
- American Forest & Paper Association www.afandpa.org
- National Alliance of Forest Owners www.nafoalliance.org
- Washington Hardwoods Commission www.wahardwoodscomm.com
- Washington Tree Farm Program www.watreefarm.org

The marketing, information sharing and public relations work conducted by these groups can be further coalesced and amplified by the sector lead. One of the more difficult tasks of the marketing strategy will be getting those from outside the sector (identified under short-term goals) to take a fresh, unbiased look at the industry. The environmental benefits and successes that are being achieved through Washington's 50-Year Forest Practices Habitat Conservation Plan (based on the Forest & Fish Law), for example, cannot be overstated.

WHO SPEAKS FOR THE SECTOR?

Working to ensure those communities with large Forest industry clusters and the public infrastructure that enables the industry to grow our economy must be a high priority and requires a broad strategic perspective that must take into account the needs of the public, private and social sectors. Through coordinated stakeholder engagement we will have significant impact on Washington's Forest sector and the people who live in our communities.

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THE WORK PLAN: 2017- 2019

Over the past year the primary effort has been to create energy in the promotion and growth of the timber industry in general and particularly with the promotion of emerging products. This involves working with various leaders, groups and the public to create an atmosphere that will realize the full potential of the industry in producing and selling timber based products.

To realize the goal of growth in the timber industry over the next two years it is important to recognize the that the roles of the sector leader and the vital work that needs to be done...

1. Role as Spokesman and Promoter

- Communicate on behalf of the industry at public and private events
- Educate the industry on how to coalesce and bring forward common interests
- Provide pathways that match producers with consumers both domestically and internationally

2. Role as Public Policy Advocate

- Ensure that Legislators and Staff have the latest information on the industry
- Monitor and advocate beneficial Federal, State and Local policies towards the industry
- Educate proponents of the industry to best advocate their interests

3. Role as facilitator between Government and Industry

- Provide the industry a “one stop” office to navigate the Federal, State and Local bureaucracies
- Build partnerships between the industry and Federal, State and Local public entities
- Bring together regulators and industry leaders to solve problems at the lowest levels

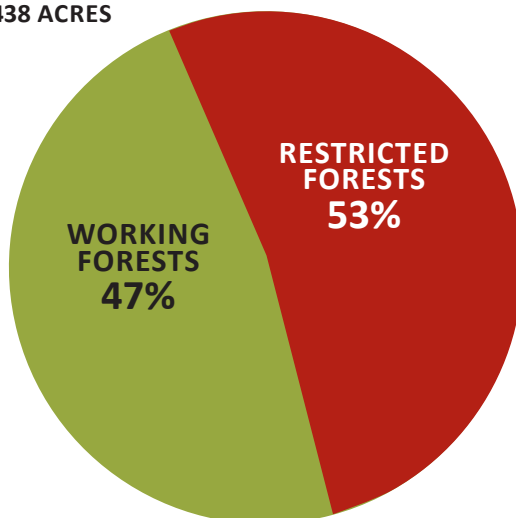
4. Role as Workforce Developer

- Help the state be aware of the training and workforce needs of the Industry
- Provide pathways that match workers with industry specific training

WASHINGTON STATE WORKING AND RESTRICTED FORESTS

WASHINGTON STATE FORESTLAND

22,983,438 ACRES



GOAL 1

FOSTERING COLLABORATIVE PUBLIC/PRIVATE PARTNERSHIPS

ACTION STEP 1

Build relationships with “new partners”

Scheduling individual and organizational meetings

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	Ongoing	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
<ul style="list-style-type: none">• Environmental groups (Clean Air Rules, culverts, clean energy, tax credits etc.)• Native Tribes• Local and Federal governments• Organized Labor	Gradually, the anti-forestry bias is turning around but it still exists to some extent.	<ul style="list-style-type: none">• Environmental groups (Clean Air Rules, culverts, clean energy, tax credits etc.)• Native Tribes• Local and Federal governments• Organized Labor

EVIDENCE OF SUCCESS

- Increase the positive feeling towards the timber industry in general
- Increase the number of industry partners

EVALUATION PROCESS

- Obtain polling data that demonstrates awareness and positive perceptions of the timber industry
- Number of meetings with industry representatives; level of support, recognition and cooperation from outside the sector

GOAL 2

GROWING AND DIVERSIFYING WASHINGTON'S FOREST PRODUCTS SECTOR WITH A STRONG BUSINESS CLIMATE

ACTION STEP 1

Meet with/coalesce the Forest Products Sector

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	Long Term	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
TACTICS <ul style="list-style-type: none">• Build/strengthen relationships with representatives• Washington Farm Forestry Association• Washington State Department of Natural Resources• Washington Friends of Farms & Forests• WSAC Timber Counties Program• Society of American Foresters• American Wood Council	The large number of groups and organizations sometimes makes it difficult to keep everyone on the same page	PARTNERS <ul style="list-style-type: none">• Washington Forest Protection Association• Washington Contract Loggers Association• Northwest Pulp & Paper Association• American Forest Resource Council

ACTION STEP 2

Find common ground on environmental and regulatory issues

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	Ongoing	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
TACTICS <p>Work with industry stakeholders, environmental groups and key government officials. Gain recognition that forest products are part of the SOLUTION, not the problem</p>	Again, anti-industry biases still exist	PARTNERS <p>This includes tribal, local, state and federal officials; environmental, educational and financial groups; and business community partners, both inside and outside, the sector</p>

GOAL 2 *continued***GROWING AND DIVERSIFYING WASHINGTON'S FOREST PRODUCTS SECTOR
WITH A STRONG BUSINESS CLIMATE****ACTION STEP 3**

Promotion of the manufacturing of and construction with Cross Laminated Timber in Washington State.

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	3 to 5 years	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
TACTICS Hear concerns over harvest procedures, discuss additional forest health treatment with DNR, support association's efforts working with the U.S. Forest Service	Producers of other building materials (concrete, steel, brick & masonry) see expanded use of wood as a threat	PARTNERS USDA/US Forest Service, Department of Natural Resources

ACTION STEP 4

a. Address industry supply chain issues

Promotion of the manufacturing of and construction with Cross Laminated Timber in Washington State.

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	Ongoing	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
TACTICS	Limited harvest on state and federal lands.	PARTNERS Legislative Leadership, including House Finance Committee and Senate Ways & Means Committee Members; Governor's Office

ACTION STEP 5

b. Provide incentives

Promotion of the manufacturing of and construction with Cross Laminated Timber in Washington State.

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	Ongoing	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
TACTICS Provide options that could provide financial assistance to potential CLT manufactures, architect/engineering firms and developers		PARTNERS City of Seattle Staff Building Code Authorities Washington State Fire Marshal State Building Code Council Washington Association of Building Code Officials

GOAL 2 *continued***GROWING AND DIVERSIFYING WASHINGTON'S FOREST PRODUCTS SECTOR
WITH A STRONG BUSINESS CLIMATE****ACTION STEP 6**

c. Review building codes

Promotion of the manufacturing of and construction with Cross Laminated Timber in Washington State.

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	1 to 2 years	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
TACTICS		PARTNERS
Provide financial and/or technical assistance to local governments willing to lead code implementation		City of Seattle Staff Building Code Authorities Washington State Fire Marshal State Building Code Council Washington Association of Building Code Officials

ACTION STEP 7

d. Determine supply and demand, higher education research, marketing challenges

Promotion of the manufacturing of and construction with Cross Laminated Timber in Washington State.

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	1 to 2 years	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
TACTICS		PARTNERS
Work with researchers and practitioners, including mill operators, studying the manufacturing and use of CLT products	Reluctance/lack of resources for city and county officials	Research Universities Employment Security Workforce Development Councils

EVIDENCE OF SUCCESS

- Increase the utilization of the emerging timber products like cross laminated timber
- Create policies that are friendly to the industry

EVALUATION PROCESS

- Review the number of buildings/businesses utilizing cross laminated timber products
- Collect policies that have been created that are timber industry friendly

GOAL 3

ENCOURAGING A 21ST CENTURY WORKFORCE READY TO MEET FOREST PRODUCTS INDUSTRY NEEDS

ACTION STEP 1

Strategize workforce training programs that complement logging and mill technologies and provide for advanced manufacturing assembly and construction processes

WHO WILL DO IT?	BY WHEN?	
Brian Hatfield	3 to 5 years	
RESOURCES	POTENTIAL BARRIERS	COMMUNICATIONS PLAN
Employment Security, Workforce Development Councils, Community & Technical Colleges, Building Trades, EDCs.	<ul style="list-style-type: none"> Find qualified entry level workers who will meet the standards of the workplace. Replace the highly-skilled millwrights, chemical engineers, foresters, etc. 	Employment Security, Workforce Development Councils, Community & Technical Colleges, Building Trades, EDCs.

EVIDENCE OF SUCCESS

- Increase the number of workers that utilize workforce training in the timber industry

EVALUATION PROCESS

- Review the number of buildings/businesses utilizing cross laminated timber products
- Seek data from our workforce training partners like Employment Security and the SBCTC

2015 – 2017 ACCOMPLISHMENTS

SUPPORT / ASSISTANCE PROVIDED

CLIENT

MURPHY COMPANY

BUSINESS CLIMATE	WORKFORCE DEVO	NOTES
Connected with permit assistance office		w/Greater Grays Harbor Inc.

CLIENT

WFPA

PUBLIC/PRIVATE PARTNERSHIP

Partner with various projects

BUSINESS CLIMATE	WORKFORCE DEVO	NOTES
Work on various projects (such as CLT promotion), legislation, regulation & tax issues, etc.		Co-host Andrew Waugh visit

CLIENT

FORTERRA

PUBLIC/PRIVATE PARTNERSHIP

Partner with CLT promotion

BUSINESS CLIMATE	WORKFORCE DEVO	NOTES
		Co-host Andres Waugh visit/ meetings

CLIENT

KISEITEC

PUBLIC/PRIVATE PARTNERSHIP

Assisting Japanese company looking for Western Red Cedar chips / locate small plant in Washington

2015 – 2017 ACCOMPLISHMENTS *continued*

SUPPORT / ASSISTANCE PROVIDED

CLIENT

SECRET GARDENS

PUBLIC/PRIVATE PARTNERSHIP

connected California business looking to relocate with EDC's/Chambers in WA

BUSINESS CLIMATE	WORKFORCE DEVO	NOTES
		outdoor lumber manufacture

CLIENT

VAAGEN

PUBLIC/PRIVATE PARTNERSHIP

assisting with efforts to become first CLT

BUSINESS CLIMATE	WORKFORCE DEVO	NOTES
		\$50K supplemental capital approp.

CLIENT

NEUCOR INC.

PUBLIC/PRIVATE PARTNERSHIP

looking to assist wood composite manufacturer at former Jeld-Wen plant in White Swan to CLT toured White Swan mill site with Yakima EDC dir

BUSINESS CLIMATE	WORKFORCE DEVO	NOTES
		setting tour/meeting with Mr. Fujii

CLIENT

INLAND EMPIRE PAPER

PUBLIC/PRIVATE PARTNERSHIP

toured IEP timberlands/addressing state parks fire danger issue

CONCLUSION - FINANCIAL AND JOBS IMPACT OF YOUR WORK

The future of the timber industry is bright, just like the seedlings that were planted by the foresters a generation ago, today harvest those trees for our own prosperity and we plant the seeds for the economic growth of tomorrow. The vision of the Governor to create economic climate of innovation and entrepreneurship in all of Washington will be realized through the diligent and patient work that we accomplish today.

Over the past year, we have been able to begin to plant the seedlings for growth in Washington's the timber sector through a coalescence of interests, tireless promotion

through advocacy and favorable public policies, building lasting private and public partnerships, and fostering an environment that will link training to skills and then to jobs. We have seen these efforts rewarded with a momentum that is undeniable--we can point to a growing level of interest and enthusiasm for our sector both domestically and internationally.

When looking at the timber sector of our economy a long term view is essential. The jobs will come slowly but with a patient commitment to these rural communities and fortitude in creating the positive economic environment, they

will provide a strong and vibrant future for generations. We can measure success in the short term in commitments to manufacture products and interest in utilizing these products which translates into jobs--but the overall success should be measured by the vibrancy in a decade. The seedlings that are planted today will grow into mighty trees and all of the efforts that we accomplish now will prove to be the forest of rural economic vitality tomorrow.

Resources: http://file.dnr.wa.gov/publications/em_fwfeconomiclow1.pdf



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