

# THE LOG

December 2022 / January 2023

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## LAKE STATES LUMBER ASSOCIATION

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## Letter from the President

Hello,

I am sitting here in my office waiting for yet another prediction of an anticipated snowstorm to come true. And... nothing...nary a snowflake. How many times have we all sat watching the news and hearing about the “big snow” that was coming and would cause store shelves to empty because we all need to observe extreme caution when leaving our homes?! What happened to the news reports of our youth? When it was simply a pronouncement that snow was likely going to fall and the kids may enjoy a much awaited sledding day and enjoy a cup of hot chocolate with marshmallows.

Wouldn't it be nice to be able to predict what was and should happen, only to be proven wrong more often than not? As wood producers, we long for cold weather and a frozen tundra (yes, I am a Green Bay Packer fan) so that we can get into areas that are forbidden at other times of the year. Let's face it. Many of our holiday wishes are to have cold weather before the snow flies. So here is hoping for a few days of sub-zero weather! Not many professions can boast that as a holiday wish!

This year started out with a bang and ended with a fizzle. Lumber markets were hot to begin the year and are definitely cold as we end the year. I'm ever the optimist and embrace the predictions. The financial services market is predicting a recession, but a mild one. The National Realtors Association is predicting a shortage of 5.5 million homes in the U.S. which new home building should be on the horizon. Online sales set a new record on Cyber Monday which if the online shopping trend continues to gain momentum will require a lot of boxes and pallets to ship products. The outlook for the tie market remains strong.

So let's all be optimistic as we anticipate 2023, now is the time to take advantage of the cold weather and lack of snowfall. Our season is the winter season. Where others retreat to home and hearth, we are producing. So let's get it

*Continued on page 10*



**LAKE STATES LUMBER ASSOCIATION, INC. . .  
 PROVIDING LEADERSHIP AND EDUCATION TO ASSURE  
 THE SUSTAINABILITY OF OUR FOREST RESOURCES**

**LSLA CALENDAR  
 OF EVENTS**

Annual Winter Meeting  
 January 18-20  
 Green Bay, WI



Back Row (left to right): Pete Johnson (Granite Valley Forest Products), Col-ten Heagle (Choice Insurance), Steve Peters (Rockland Flooring), Kirby Kendrick (Kendrick Forest Products), Kyle Jeske (Richardson Hardwoods)

Front Row (left to right): Nikki Loehr, (LSLA Administrative Coordinator), James Maltese (Stella-Jones Corp.), Rob Paradise (Devereaux Sawmill), Rick Luokkala (Performance Pallet Corp.)

Not Pictured: Fred “Butch” Fisher (AJD Forest Products), Jennifer Lu (WI DATCP), Peter Connor (WD Flooring)

Photo courtesy of Zach Miller, Miller Publications.

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Lake States Lumber Association  
**40th Anniversary**  
**2023 Winter Meeting**  
 January 18-20, 2023  
 Lambeau Field, Green Bay



# SCHEDULE:

## Wednesday Jan. 18<sup>th</sup>

WELCOME RECEPTION: 5-8am, Miller Lite Lounge, 2 FREE Drink Tickets

## Thursday Jan. 19<sup>th</sup>

INDUSTRY SPEAKERS: 7:50am-12:30pm, Legends Club Room

LUNCH: 12:30pm-1:15pm, North Balcony

STADIUM TOURS: 2pm-4pm, 2-hr Legendary Tour OR 1-hr Classic Tour

COCKTAIL HOUR: 5pm-6:30pm, outside Legends Club Room

BANQUET DINNER: 6:30pm-7:30pm, Legends Club Room

LIVE AUCTION & BUCKET RAFFLE: 8pm-9pm

We will be celebrating our 40<sup>th</sup> Anniversary during our 2023 Winter Meeting at Lambeau Field!

### JOIN US!

Lambeau Field, Green Bay, WI

January 18<sup>th</sup>-20<sup>th</sup>, 2023

- Informational Seminars!
- Stadium Tours of Lambeau Field!
- Socializing/Networking with mills/manufacturers

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# Hardwood Federation Update

By Dana Lee Cole, Executive Director, Hardwood Federation

## Department of Interior Rolls Out “Endangered” Classification for Northern Long-Eared Bat

On November 29, 2022, the U.S. Fish and Wildlife Service (FWS) announced a final rule to reclassify the northern long-eared bat (NLEB) as “endangered” under the Endangered Species Act (ESA). The agency concluded that the species, currently listed as threatened, now requires additional protections under the act due to the wide-range impacts of white-nose syndrome. Their assessment found that white-nose syndrome has spread to nearly 80% of the species’ range and almost all of the U.S. range since the bat was listed as threatened in 2015. The final rule to reclassify the northern long-eared bat as endangered appeared in the November 30, 2022 issue of the Federal Register and will become effective on January 30, 2023.

In comments filed on the proposal to the new rule in May, HF reiterated the fact that sustainably managed forests are critical to the survival of the NLEB. HF further pointed out that the Service correctly identifies that the NLEB is experiencing significant declines due to White Nose Syndrome, a fungal disease. In the Proposed Rule, the Service affirms that “Although there are other stressors affecting the northern long-eared bat, the primary factor influencing its viability is white-nose syndrome (WNS)...” and that “habitat loss alone is not considered to be a key stressor at the species level, and habitat does not appear to be limiting.” In our comments, HF expressed support for this assertion that the true threat to the species survival and recovery is WNS, and forest conditions are not limiting for these populations.

The FWS hosted an information session for stakeholders in early December, which included an overview of the final rule and a Q&A session. During the hour-long webinar, FWS official outlined high-level aspects of the final rule, including general regulatory issues that may face the forestry sector. Agency personnel stated that, as a general matter, forestry projects currently operating in compliance with permits will not be subject to new restrictions that would otherwise be triggered by the new classification of the NLEB as “endangered.” They did not, however, go into detail about new permits moving forward.

That said, FWS staff spent a lot of time discussing a

provision in the new rule that outlines 14 examples of project types that are not likely to trigger additional ESA regulations. Staff emphasized that the list, intended to be illustrative, is not comprehensive. These include:

1. Minimal tree removal and vegetation management activities that occur any time of the year outside of suitable forested/wooded habitat and more than 5 miles from known or potential hibernacula.
2. Insignificant amounts of suitable forested/wooded habitat removal provided it occurs during the hibernation period and the modification of habitat does not significantly impair an essential behavior pattern such that it is likely to result in the actual killing or injury of northern long-eared bats after hibernation, and ....
3. Prescribed fire activities that are restricted to the inactive (hibernation) season, provided they are more than 0.5 miles from a known hibernacula and do not result in changes to suitable forested/wooded habitat to the extent that the habitat becomes unsuitable for the northern long-eared bat.

The agency goes on to outline nine examples of project types that are likely to trigger new ESA restrictions, including:

1. Unauthorized destruction or modification of suitable forested habitat (including unauthorized grading, leveling, burning, herbicide spraying, or other destruction or modification of habitat) in ways that kill or injure individuals by significantly impairing the species’ essential breeding, foraging, sheltering, commuting, or other essential life functions.
2. And Unauthorized removal or destruction of trees and other natural and manmade structures being used as roosts by the northern long-eared bat that results in take of the species.

In response to several questions posed by stakeholders, FWS pointed out that industry can consult the agency’s Ecological Services Program, including representatives in eight regional field offices, for practical questions related to specific projects. FWS personnel also stated that they will publish formal guidance arising from the new rule in early 2023.

*Continued on next page*

## Hardwood Federation Update (cont'd)

We have picked up from conversations with colleagues that the Service is contemplating 1000 acre buffer zones from known roost trees and known maternity trees. This would be a much more stringent restriction from the current 4(d) rule which is based on “known and occupied” roost trees. We have also heard discussion of imposing buffers around maternity tree “colonies,” where the assumption is that if there is a known maternity tree, those trees surrounding it are likely to be roosted in as well. The bottom line is we may be seeing potentially severe seasonal harvesting restrictions in those states that do not have a habitat conservation plan in place. Of course, nothing is final until formal guidance is issued, and we will be diligently tracking the process.

Hardwood Federation staff will be reaching out to both the US Forest Service and Fish and Wildlife Service to emphasize the importance of implementing

rules in the most flexible manner possible in order to minimize impacts on timber harvest projects. To learn more about the latest on the NLEB, go to:

[www.fws.gov/species/northern-long-eared-bat-myotis-septentrionalis](http://www.fws.gov/species/northern-long-eared-bat-myotis-septentrionalis)



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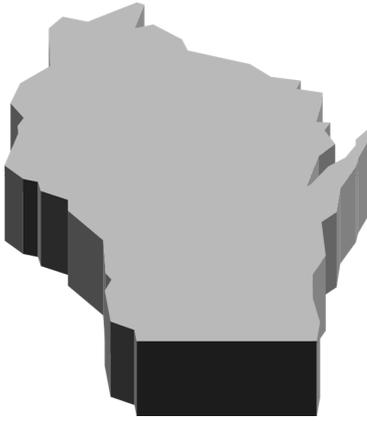
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# Wisconsin Legislative Report

## By Amy Boyer, WI Legislative Consultant



### Evers Elected to Second Term/Republicans Retain Control of Legislature

Incumbent Governor Tony Evers (D) won a second term in the East Wing defeating Republican Tim Michels. Evers received 51% of the vote, with Michels at 48%. The Independent candidate received 1% of the vote even after she dropped from the race and endorsed Tim Michels but remained on the ballot. In the post-mortem, it's clear that suburban Milwaukee Counties which have historically been a stronghold for Republicans has severely softened. Michels underperformed Walker's 2018 numbers significantly which contributed to Evers' win along with a big turnout in Dane and Milwaukee Counties.

As expected, legislative Republicans kept their majorities in each house. Senate Republicans ended up with a veto-proof majority by holding all incumbent seats

and picking up the 25<sup>th</sup> Senate District formerly held by Janet Bewley (D-Mason). The Senate now stands at 22-11. The Assembly comes back in January with a 64-35 Republican majority.

### Department of Natural Resources

Preston Cole formally retired as Secretary of the Department of Natural Resources on November 23. Retiring as Secretary of the DNR, Cole caps off a 35-year career dedicated to public service and forestry issues. Before his appointment in the Ever's cabinet, Cole served for 11 years on the Natural Resources Board being appointed by both Republican and Democratic Governors. Additionally, Cole served in leadership positions at the City of Milwaukee and was the first Black forester hired by the Missouri Department of Conservation. No replacement has been named yet. Sarah Berry is the current Deputy Secretary and Steve Little is the Assistant Deputy Secretary.

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## LSLA Facebook Page

LSLA has is now on social media! Connect with us on Facebook @lakestateslumberassociation. Have something to share? Share your posts with our page or email us information to post.



# The Real American Hardwood Coalition Update (RAHC) Get Real with us!



The Real American Hardwood Coalition recently completed a deliberate and collaborative process to envision the future, define direction, and clarify priorities. Its Board conducted an organizational analysis, spent time brainstorming future scenarios, and ultimately established strategic goals and desired outcomes.

There are four strategic priorities:

1. Maximize the unified and focused promotion of Real American Hardwood to garner recognition of their value versus alternatives and inform purchasing decisions.
2. Expand multi-faceted and sustainable fundraising outreach to secure the resources required to effectively

deliver on the coalition's mission.

3. Maintain and grow a coalition of hardwood stakeholders, optimizing their collective expertise and influence to unite around hardwood promotion.
4. Enhance operations to maximize efficiencies and function, advancing the goals of RAHC.

With the new 2023-2025 Strategic Plan as a foundation, RAHC and its coalition partners can connect the world to the benefits, beauty, and enduring value of American hardwoods for a sustainable future. We look forward to sharing more in person at the Winter meeting

-RAHC Executive Board

## 2023 BUYER'S GUIDE ADVERTISING

The 2023 LSLA Buyer's Guide advertising will be mailed out in the next few weeks. Watch your mail and inbox for details.

Sizes and prices of ads are:

- Half page (4 ½ inches wide X 3 ¾ inches high):\$50
- Full Page (4 ½ inches wide X 7 ½ inches high):\$100

Or, if you like a little competition, how about bidding on the most prominent advertising spots in the Guide?

Minimum bids for the following spots are as follows:

- Inside Front Cover (full page, color): \$200
- First Page (full page, black/white): \$200
- Back Inside Cover (full page, color): \$200
- Outside Back Cover (full page, color): \$400

If you have questions about the advertising space in the 2023 Buyer's Guide, *contact [lsla@lsla.com](mailto:lsla@lsla.com) or (920) 884-0409.*

## 2023 MEMBERSHIP RENEWALS

**Membership renewals for 2023** were mailed out in November to the primary contact person listed for each member company (unless we were notified to send it elsewhere). **Dues must be paid before the Winter Meeting**, so please be sure to return your membership renewal and dues payment before January 17. If you can't locate the renewal form that was mailed to your company, contact the LSLA office ([lsla@lsla.com](mailto:lsla@lsla.com)) to request a replacement copy.

You won't want to miss the important information that is sent out in *The Log* and in periodic emails.

Not to mention the members' discount to our annual Golf Outing, Winter Meeting, and educational courses. And of course, there's the networking that gives each member an opportunity to grow their business.

If you would like to nominate a company for membership in LSLA, contact our office ([LSLA@LSLA.COM](mailto:LSLA@LSLA.COM)) and we will send them a membership invitation packet.

## LSLA Education Hosted Workshops



Over the past summer, the LSLA Education Committee organized two workshops to assist industry with training their staff on hardwood lumber grading and sales management. This year the annual hardwood lumber grading short course was held in Antigo, WI. This 3-day course had a full class in attendance and still more companies wanting to send students, so the committee decided to host a second class in Michigan in early December. The WI Dept of Natural Resources provided grading manuals and rule books.

In late August, the Forest Products Sales workshop was held at UW-Madison's Kemp Natural Resources Research Station in Woodruff, WI. This workshop was a follow-up to the Forest Products Marketing Workshop that was held in fall 2021. Attendees

learned about how personal selling in the lumber industry fits into the overall marketing function, the basics of personal selling, and methods of identifying new customers. The course was designed to improve the efficiency and effectiveness of sales personnel. It was intended for new sales and marketing personnel or those wishing to improve their sales skills. Attendees from Wisconsin and Michigan included hardwood and softwood lumber manufacturers and agency forest utilization and marketing staff. WI Dept of Natural Resources sponsored the course and covered some of the class expenses.

If you think of any educational needs that your firm may have, please feel free to reach out to any of the LSLA Education Committee Board members.



*Lake States Lumber Association Education would like to thank Kingsford Lumber, a subsidiary of Tigerton Lumber, for hosting a Lumber grading short course in December. The new Kingsford facility provided a great space for the participants to learn about hardwood lumber grading.*

## LETTER FROM THE PRESIDENT (CONT'D)

done and reap the rewards.

It is also a time of year to celebrate the season and enjoy time with friends and family.

Wishing everyone a happy and safe holiday season and a prosperous new year.

Pete Johnson  
LSLA President  
Granite Valley Forest Products  
Pjohnson@aaa-hardwoods.com

**Need more issues of *The Log*? Send extra copies to other people or divisions within your company for only \$50/year. It's the best way to ensure everyone is up on LSLA news. Contact us at 920-884-0409 or email at Isla@Isla.com**



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## WHERE IS DAVID BRADLEY?

Grandpa David Bradley was hanging out with the kids in Batavia, Iowa for Thanksgiving. David Bradley's current owner was at his Father's house with his sons and brothers cleaning up a stubborn stump.



Come work with LSLA to promote and improve the Wood Industry! Become a member and enjoy the benefits of networking, publicity, and educational opportunities.

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