

THE LOG

December 2023 / January 2024

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LAKE STATES LUMBER ASSOCIATION

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Letter from the President

With another year behind us, I can't help but look back and say; 'Wow look where our industry currently is from where we were a few years ago'. Especially adapting to many obstacles over the last handful of years such as tariffs, covid, and the major ripple effects thereafter.

Some characteristics that support the well-being of our industry and our businesses are communication and relationships. I can't stress how important these are to our association.

No matter what challenges arise, I firmly believe we are able to overcome by adapting and working together through them.

I want to thank each member for their constant support and feedback the last year. I look forward to seeing everyone at the Winter meeting.

Jim Maltese
Stella-Jones Corporation
LSLA President
jmaltese@stella-jones.com





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

LSLA CALENDAR OF EVENTS

January 17-19, 2024
Winter Meeting
Appleton, WI

The Log is published bi-monthly by the Lake States Lumber Association, Inc.
For address corrections or to contribute news articles, opinion pages, or advertising, contact us at:
337 Superior Avenue
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Phone: (920) 884-0409
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Scott Shaver Secretary/Treasurer
Colten Heagle Director
Logan Wells..... Director
John Gehringer Director
Scott Lyon Director
Kirby Kendrick Director



Back Row (left to right): Kirby Kendrick (Kendrick Forest Products), Kyle Jeske (Richardson Hardwoods), Loren DeJonge (Constructive Sheet Metal), Peter Connor (WD Flooring), Rick Luokkala (Performance Pallet Corp.)
Front Row (left to right): Nikki Loehr, (LSLA Administrative Coordinator), Steve Peters (Rockland Flooring), Jim Maltese (Stella-Jones Corp.), Rob Paradise (Devereaux Sawmill), Fred “Butch” Fisher (AJD Forest Products)
Not Pictured: Pete Johnson (Granite Valley Forest Products), Jennifer Lu (WI DATCP)
Photo courtesy of Zach Miller, Miller Publications.

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LAKE STATES LUMBER ASSOCIATION

2024 Winter Meeting

January 17 - 19, 2024

Hilton Appleton Paper Valley Hotel

Appleton, WI

Schedule of Events

WEDNESDAY - January 17

(Registration and distribution of election ballots 5 – 8 pm)

5:00 pm - 8:00 pm

Welcome Reception - Grand Ballroom

Hors d'oeuvres, 3 Free Drink Tickets and Cash Bar

THURSDAY - January 18

(Registration and distribution of election ballots 6:30 am – 1 pm)

6:30 am - 7:30 am

Breakfast - Grand Ballroom

7:50 am - 8:00 am

Welcome - Grand Ballroom

Larry Krueger, Krueger Lumber

8:00 am - 9:00 am

The Current Market and Outlook for US Hardwood Exports -

Mike Snow, Executive Director, American Hardwood Export Council (AHEC)

9:00 am - 9:10 am

WI DATCP Updates

Mark Rhoda, -Reis, Director of WI DATCP

9:10 am - 10:30 am

Carbon Credit Panel Discussion

Alex Haas, U.S. Venture; Forrest Gibeault, Steigerwaldt Land Services; Jordan Lutz, Forest Carbon Works

10:30 am - 10:45 am

Break

10:45 am - 11:15 am

WI Paper Council

Scott Suder, WI Paper Council

11:15 am - 11:18 am

MI DNR Updates

Brenda Haskill, MI DNR

11:18 am - 12:30 pm

Updates: Hardwood Federation

Dana Lee Cole, Executive Director, Hardwood Federation

Legislative Reports - *Scott Everett, LSLA Michigan Legislative Consultant; Amy Boyer, LSLA Wisconsin Legislative Consultant*

12:30 pm - 1:15 pm

Lunch

THURSDAY (continued)

1:15 pm - 2:00 pm

Election of Directors and Business Meeting

2:00 pm - 2:30 pm

Real American Hardwood Coalition Update (RAHC)

Jim Maltese, Stella-Jones

2:30 pm - 2:45 pm

Break

2:45 pm - 3:45 pm

Hardwood Market Update

David Caldwell, HMR

3:45 pm - 4:00 pm

WI DNR

Scott Lyon, WI DNR

4:00 pm - 5:00 pm

LSLA Education Board Meeting - Linden Room

5:00 pm - 6:30 pm

Cocktail Hour - Grand Ballroom

Cash Bar will be open 5 – 9 pm

6:30 pm - 7:30 pm

Banquet Dinner Served

7:30 pm - 8:00 pm

Announcement of Award Recipients:

Carl Danielson Scholarship; Al Andersen Memorial Award; Golf Outing Certificate; Sponsor Prize Drawing

8:00 pm - 9:00 pm

Live Auction & Bucket Raffle Drawings

Our tenth annual after dinner auction to fund LSLA's Hardwood Federation dues

FRIDAY - January 19

8:20 am

Board of Directors photo

8:30 am - 11:30 am

Board of Directors meeting (Linden Room)

2024 WINTER MEETING

JANUARY 17-19; APPLETON, WI

The 2024 Winter Meeting is just a few weeks away! The dates are **Wednesday, Jan. 17—Friday, Jan. 19**, so send in your registrations now! (Registration form is available on our website at www.lsla.com.)

The Hilton Appleton Paper Valley Hotel in Appleton, WI will be the location for our 2024 Winter Meeting. The hotel is in downtown Appleton, with many restaurants and bars just outside the door and down the street as well as a number of dining options within the Hotel.

Early Registration (deadline January 2)

Members: \$190/person attending all or any portion of the event; \$100 for spouse/family member.

Non-Members: \$300/person attending all or any portion of the event.

Early registration fee refundable in full if cancellation notification received not later than Friday, Dec. 29, 2023. Contact LSLA office: (920) 884-0409; (906) 875-3724 (fax); lsla@lsla.com

Registration After January 2 and at the event

Members: \$200/person attending all or any portion of the event; \$110 for spouse/family member.

Non-Members: \$350/person attending all or any portion of the event.

Registration Area open Wednesday, Jan. 17, 5 pm - 8 pm and Thursday, Jan. 18, 6:30 am - 4 pm

A Wednesday Welcome Reception on Jan. 17 sponsored by Granite Valley Forest Products featuring Hors d'oeuvres and Drinks will kick off the Winter Meeting. This will be a time to meet and network with colleagues, customers and suppliers, as well as any special guests that may attend. Thursday morning and afternoon will offer informative and helpful sessions, our annual business meeting, election of officers, and legislative reports. You won't want to miss any of it! The evening will culminate with dinner, awards and our annual auction and bucket raffle to help fund our membership in the Hardwood Federation.

Hilton Appleton Paper Valley Hotel

**333 West College Avenue
Appleton, WI 54911**

Contact the hotel directly at (920) 733-8000 or call 1-800-774-1500 for lodging reservations and ask for the **Lake States Lumber Association** block of rooms or you can book online at <https://hil.tn/emw4yn>

- Room rates: Single/double—\$139.00 (All room rates subject to state and local taxes.)
- **Block of rooms on hold until December 27, 2023.**
- For those who are flying into Appleton International Airport, a courtesy hotel shuttle from the airport to the hotel is available. Contact the hotel front office manager, Tiffany Doberstein with your flight information to schedule the shuttle beforehand at tdoberstein@appletonpvh.com.
- Parking rates are \$6 per day. If you would like to put the charges on your room or a master bill, it would be \$10 per day, but you would have in and out privileges by scanning the receipt when you leave/arrive.

2024 WINTER MEETING SPONSORSHIPS

Lake States Lumber Association offers several sponsorship opportunities for the Winter Meeting. Check out the options still available and let us know which sponsorship you would like to choose.

- Legacy Load of Lumber: any amount
- Lake Superior Sponsor: \$1,000
- Lake Michigan Sponsor: \$750

- Lake Ontario Sponsor: \$500
- Half Bucket Raffle Sponsor: \$250
- Full Bucket Raffle Sponsor: \$500

Distribute information about your business and set up a display/exhibit space (8 FT Table) at the meeting. Sponsorship fee is \$500.

FOR THE COMPLETE SCHEDULE, REGISTRATION FORM, SPONSORSHIP FORM AND OTHER INFORMATION, VISIT OUR WEBSITE AT WWW.LSLA.COM.

Hardwood Federation Update

By Dana Lee Cole, Executive Director, Hardwood Federation

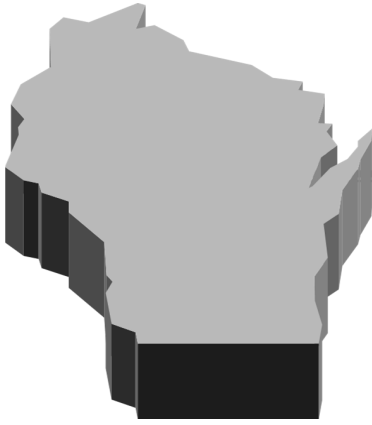


Congress Stacks Up “To Do” List for 2024

Although the U.S. Senate remained in D.C. the week before the Christmas holiday, U.S. House of Representative members headed home on Friday, December 15, pushing several key priority issues into 2024. This sets up a risky legislative strategy for an election year, when incumbent lawmakers tend to spend more time focused on the campaign trail than moving forward with a substantive policy agenda. Although Congress passed the National Defense Authorization Act (NDAA) before heading home, knocking out a major defense policy priority while including provisions that promote mass timber projects, other high-profile items such as the farm bill, business taxes, and the Fiscal Year 2024 budget could create a logjam during the first quarter of the new year.

- Farm Bill 2024 – Advocating for the farm bill next year will remain the top priority for the hardwood industry. Lack of agreement on a FY 2024 budget (see below) combined with a chaotic process to elect a House Speaker pushed the farm bill aside this fall, but congressional agriculture committee leaders including House Chairman GT Thompson (R-PA) and Senator Debbie Stabenow (D-MI) are committed to pushing a package across the finish line in 2024. Because many key farm programs are currently subject to a continuing resolution until October 2024, lawmakers may have the flexibility to resolve anticipated roadblocks such as funding for the Supplemental Nutrition Assistance Program (SNAP). The forest products industry expects to be successful in advocating for lower profile, non-controversial programs including those that recognize the carbon storage value of wood products, promote hardwood exports and support biomass energy.
- FY 2024 Federal Budget – While the farm bill will remain industry’s top priority, agreement on a compromise federal budget will monopolize lawmakers’ attention when they return from the holidays. With the first deadline for government funding falling on January 19, the House leadership has paused consideration of specific appropriations bills to fund federal agencies to hammer out topline budget figures with Senate leaders. This doesn’t bode well for January, considering that disagreement over accounting related to the \$1.59 trillion budget cap agreed to by former Speaker Kevin McCarthy (R-CA) and Democrats created a game of hot potato with the Speaker’s gavel in October.
- Business Taxes – This item is a little more difficult to predict, since history shows that Congress usually addresses tax issues at the end of the calendar year, leaving open the possibility of a tax package coming together in December. Congress typically attaches tax items to end-of-year budget deals, which we know will not pass until 2024. However, with looming federal government funding deadlines early in the New Year, we expect action on critical business tax incentives like full expensing (100 percent bonus depreciation) and the research and development tax credit. We understand from House Ways & Means Committee Chairman Jason Smith that a deal is close at hand with Democrat leadership over an enhanced child tax credit that would be paired with these business tax incentives.
- Foreign Aid and Border Security – Another looming issue this fall has been disagreement over a \$100 billion package to aid Ukraine, Israel and Taiwan backed by most congressional Democrats. Republicans, however, are insisting that border security measures be included in the mix, which has resulted in a stalemate that will roll into next year. This will impact timing for the farm bill and business taxes, the two key carry-over priorities for hardwoods.
- Transportation – Although not as pressing from a Hill perspective as the budget or taxes, passing transportation legislation has also fallen by the wayside this fall and is being pushed into 2024. Industry supports a “supply chain package,” that passed out of the House Transportation Committee earlier this year which will expedite issuance of commercial drivers’ licenses, enhance protections under the Ocean Shipping Reform Act and establish axle weight flexibility to facilitate delivery of dry bulk materials, including wood chips.

The Hardwood Federation team wishes the best of the holiday season to you and your family. We look forward to a busy and productive 2024!



Wisconsin Legislative Report

By Amy Boyer, WI Legislative Consultant

Overweight Permits for Hauling Forest Products
Public hearings were held in both houses on Assembly Bill 511 and Senate Bill 484 relating to expanding the network of Michigan Border Permits in Northern Wisconsin.

Lake States Lumber Association representatives Larry Krueger and Pete Johnson traveled to Madison to testify in support at both hearings. Thank you both! Henry Schienebeck from the Great Lakes Timber Professionals Association (GLTPA) also testified in support. There was no opposition at either public hearing. The Lake States Lumber Association, GLTPA and the Wisconsin Department of Transportation work together each session to identify routes, as requested by members, to add to the current network of State Trunk Highways that allow for the Michigan Border permit.

If passed and signed into law, the legislation this session will add areas in Florence County, Outagamie County, Oconto County, Vilas County, Price County, Ashland County, Bayfield County, Calumet County and Sawyer County.



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BUYER'S GUIDE ADS

The 2024 LSLA Buyer's Guide advertising order is available through February 21.

Sizes and prices of ads are:

- Half page (4 ½ inches wide X 3 ¾ inches high):\$75
- Full Page (4 ½ inches wide X 7 ½ inches high):\$150

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): \$300
- First Page (full page, black/white): \$300
- Back Inside Cover (full page, color): \$300
- Outside Back Cover (full page, color): \$600

If you would like to reserve advertising space in the 2021 Buyer's Guide, *contact lsla@lsla.com or (920) 884-0409.*

Michigan Legislative Report

By Scott Everett, MI Legislative Consultant



Republicans Account For 10% Of PA's In 2023

The more things change, the more they stay the same. When Democrats wallowed in the legislative minority and Republican Rick SNYDER was governor from 2011-18, their members tended to average around 10% of the public acts in any given year. Now, with Democrats in control of the House, Senate and the Governor's office, what percentage of public acts did Republicans manage? You guessed it. 10%.

Audit Finds DNR Land Tracking System Lacks Tracking

An Office of Auditor General report released last month found the Department of Natural Resources did not have the proper cybersecurity controls over the digital system to track ownership of state land. DNR's Real Estate Section finalized 78 deeds and easements between Oct. 1, 2021, and July 10, 2023. It bought \$8.3 million worth of land and sold \$7.2 million worth of land in that time. Between exchanges and gifts, the department got 5,442 acres of land and 12 easements and got rid of 5,154 acres and 139 easements. In total, 4.6 million acres is tracked under the Land Ownership Tracking System (LOTS). The report stated the failure in maintaining control of the system could have resulted in the state being unable or unaware of whether or not any of the state's deeds or mineral rights were modified or deleted. The DNR officials said they agreed with the findings and would work to improve how they monitor controls over the system.

Insect Poses Future Threat, Expert Says

An invasive insect, called the hemlock woolly adelgid, is increasingly threatening the eastern hemlock,

which, one expert says, is one of the most important trees in the Great Lakes for storing the carbon that causes global warming. The invader is

a small, cotton-like insect from Asia that attacks eastern hemlocks by feeding on the nutrients and sap from the base of the needles on the underside of branches. Eastern hemlocks take their sweet time to grow – between 250 and 300 years to reach maturity, according to the Natural Resources Conservation Service. They thrive in the shade and live for 800 years or more, which is why the insect infestation is worrisome. Once the hemlock woolly adelgid kills an eastern hemlock, the tree no longer removes carbon dioxide from the atmosphere, said Peter QUINBY, the founding executive director of Ancient Forest Exploration and Research, a group that works to bring forests back to their original character.

15% Of Legislators Go Hunting To Start Sine Die

Since the Legislature adjourned for the year before Nov. 11, 21 legislators had plenty of time for the opening day of firearm deer hunting season on Nov. 15 to fill the freezer with venison. A Department of Natural Resources (DNR) spokesperson said of the legislators holding hunting licenses for the 2023 firearms deer season, 14 were from the state House and seven were from the Senate (15%). The number ticked up from 12% of legislators who got a firearm hunting license in 2022.

2024 Membership Renewals

Membership renewals for 2024 were mailed out the beginning of 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 16. Contact the LSLA office (Isla@Isla.com) for a copy of your renewal if you have not received one for your company.

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 (Isla@Isla.com) and we will send them a membership invitation packet.

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



2023 has been quite a successful year for the RAHC. Creating and implementing the first ever National hardwood promotion consumer platform and launching commercials on the Magnolia TV (Chip and Joanna Gaines) network has been a major success. As the RAHC plans the 2024 campaign, there is much momentum moving into the new year from all the associations and members involved.

Contributions are moving in the right direction and 2023 goals were met. However, in order to successfully fully implement the 2024 campaign, additional support is required. LSLA has been an avid contributor and supporter to the RAHC and will increase 2024 contributions and support of hardwood promotion. This will follow suit from several other National and regional associations such as the NHL, HMA, and the PFPA (and others).

If you would like to be more involved in the direct communication for the RAHC please reach out to me directly. The more input, ideas, and peer to peer discussions only assist the process.

Stay tuned for more excited news in early 2024.

Jim Maltese
RAHC Board Member



**Lake States Lumber Association
would like to wish you and yours
a very Merry Christmas and
a Happy New Year!**



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2020 Forestry's Economic Contribution to Wisconsin's Economy

By: Ram Dahal, DNR Forest Economist, Forest Products Services

Updated statewide and county-level forest economic information and factsheets are now available based on the latest data (2020).

Wisconsin's forest resources make significant economic contributions to the state economy. In 2019, the forest products industry generated \$24.4 billion of direct output and \$6.9 billion of value-added output, 3.5% and 2.0% of Wisconsin's total economy, respectively. The industry employed over 61,000 workers, 1.6% of the state's total jobs. However, in 2020, the COVID-19 pandemic impacted nearly all sectors of the economy in the United States, bringing changes in employment levels, wage rates, household expenditures and savings, stimulus checks, paycheck protection programs and unemployment benefits. Most states designated the forest products industry as an essential service early in the year, but the industry still felt harmful effects.

In 2020, Wisconsin's forest products industry directly produced \$24.2 billion of gross output, 3.5% of the total industry output (Table 1). The industry directly employed 58,000 workers, 1.6% of the state's total jobs and paid \$4.2 billion in labor income, including wages, benefits, taxes paid to governments on behalf of employees and proprietor income. Between 2019 and 2020, Wisconsin's forest products industry lost 5.4% of direct jobs, totaling more than 3,000 jobs. However, the total industry output was less impacted (-1.0%) compared to employment, suggesting the industry remained strong and maintained sales despite job loss.

Table 1. Economic Contribution Of The Forest Products Industry (Data source: IMPLAN)

Year	Direct Jobs	Direct Output (\$Billion)
2016	60,480	24.10
2017	63,624	24.37
2018	63,893	24.54
2019	61,291	24.41
2020	58,000	24.18

The economic impact of the forest products industry does not stop within the forestry sector. Often de-

scribed as a "ripple effect," contributions are also transferred to other sectors of the economy through indirect (supporting industries) and induced (household spending) effects. Total contributions (including direct, indirect and induced effects) of the forest products industry accounted for 3.6% of state employment (about 130,000 jobs) and \$37 billion of gross output. Furthermore, every 100 jobs in the forest products industry sector supported an additional 124 jobs in other sectors of the economy, and every dollar of output generated an additional \$0.53 in other sectors of the economy. In 2020, the state lost around 7,000 jobs tied to the forest products industry compared to 2019.

The forest products industry continues to play an important role in county economies. The top five counties for direct jobs in the forest products industry (Figure 1) were Brown (7,800), Winnebago (5,403), Marathon (4,192), Outagamie (3,657) and Trempealeau (3,619). Forestry is the top employer in eight counties: Florence, Iron, Marathon, Price, Rusk, Taylor, Trempealeau and Winnebago.

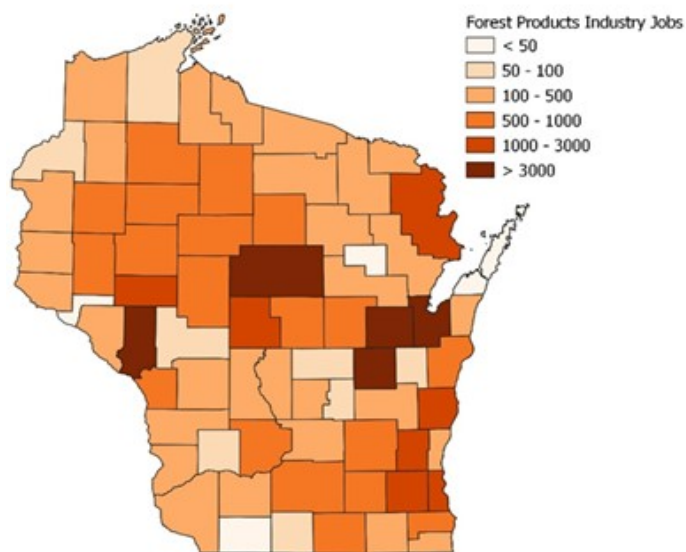


Figure 1. Forest products industry jobs distribution in the state in 2020

How Have Forest Products Industry Jobs Changed Over Time?

Continued on page 10

2020 Forestry's Economic Contribution to Wisconsin's Economy (continued)

Employment trends provide critical economic information for policymakers, agencies and other stakeholders to strengthen the economic health of the forest products sector. Wisconsin's forest products sector used to be one of the leading employers in the state, employing over 80,000 individuals in the early 2000s.

However, the number of industry jobs has continuously decreased with technological improvements and changes in the marketplace. Mills are getting more efficient and are now using automation instead of people. During the Great Recession, the industry lost a significant number of jobs (20%) and slowly started to rebound after 2012 (Figure 2). All forest products sectors experienced substantial job losses during this period. The forestry and logging sector lost over 20% of jobs, the wood products manufacturing sector lost over 30% and the paper manufacturing sector lost about 10%. During the COVID-19 pandemic, the industry lost 5% of forest products industry jobs (around 3,000 jobs). Mill closures, such as the Park Falls Pulp and Paper Mill in 2019 and the Verso Mill in 2020, and the COVID-19 pandemic significantly impacted the industry's economy. Despite all of this, the Wisconsin forest products industry is still one of the top 10 industries in the state.

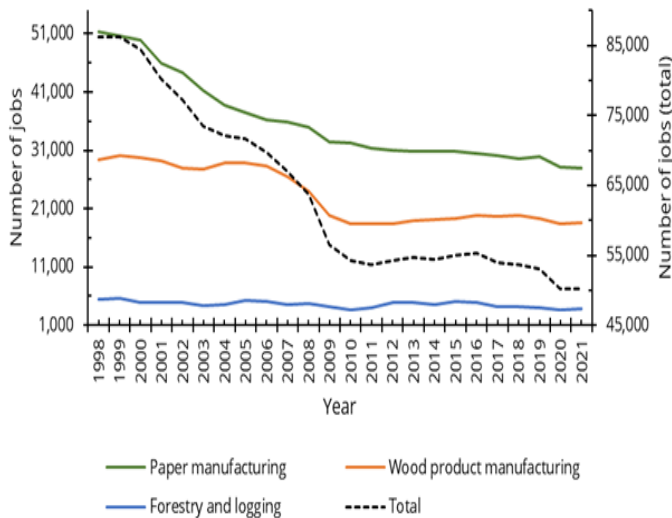
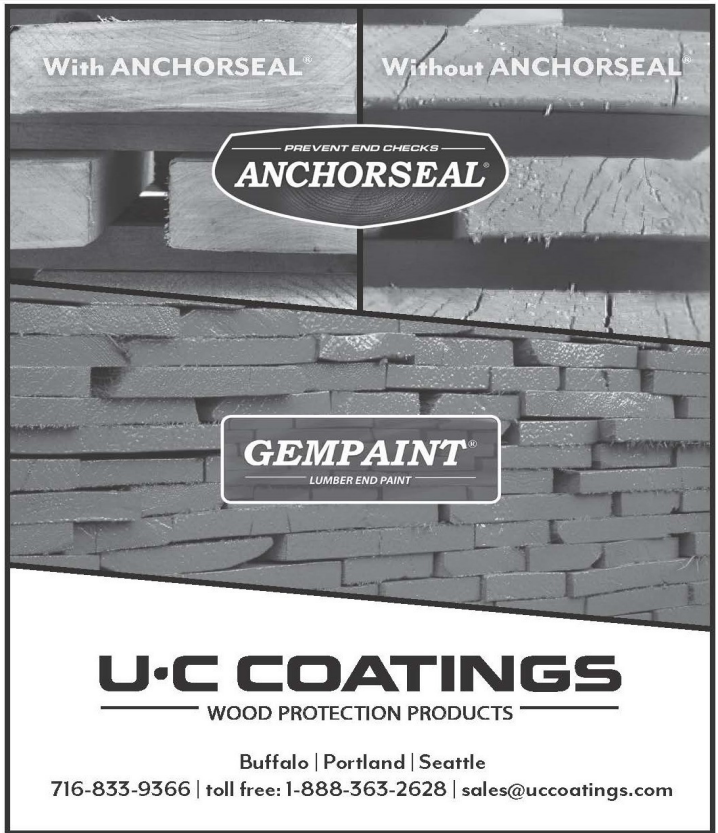


Figure 2. Forest products industry jobs between 1998-2021 (Data source: BEA, 2023)

Tracking the industry's economic contributions over time provides important economic information on industry trends and is crucial for policymaking.

GOT MEMBER NEWS?

If you are a member of LSLA and your company has news to share, we have the space for it! Significant personnel changes, new products, business expansion or relocation, or any other notable developments with your business — here is where you can make an announcement.

Send us the information or press release, along with any photos you may want to accompany the article, and we'll do our best to include it in *The Log*. It's a great way to let your fellow LSLA members know what's happening. Contact us at lsla@lsla.com or 920-884-0409.



Where is David Bradley?

“David Bradley celebrates with Lyme Great Lakes Timberlands during their office Christmas Party”

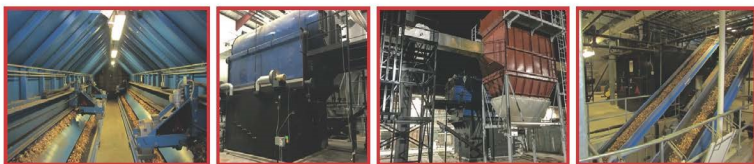


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