

Maine's Perspective on the Future of Forestry

2017 Annual General Meeting & Industry Forum

March 1, 2017

Patrick Strauch, Executive Director,

Maine Forest Products Council

WHO WE ARE

Since 1961, the Maine Forest Products Council has been the voice of Maine's forest economy.

The Council has more than 300 members companies, including landowners, loggers, truckers, paper mills, tree farmers, foresters and lumber processors, but our members also include bankers, lawyers and insurance executives.

We feel we represent anyone who has an interest in seeing the Maine woods remain a viable, sustainable resource.

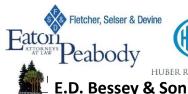






































PERKINS THOMPSON



LandVest[®]







AINE

OOD









WHITTEN'S



MADE

FINANCIAL GROUP A Katahdin Trust Company Affiliate







HANCOCK LAND

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A SIXTH GENERATION TIMBERLAND STEWARD

























CEDAR LOG HOMES

TIMBERLINE MAINE







EBSBuildingSupplies



Innovative Natural











JAMES W. SEWALL COMPANY







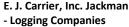




Forestry

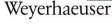
Wood oncepts

CESING

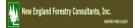












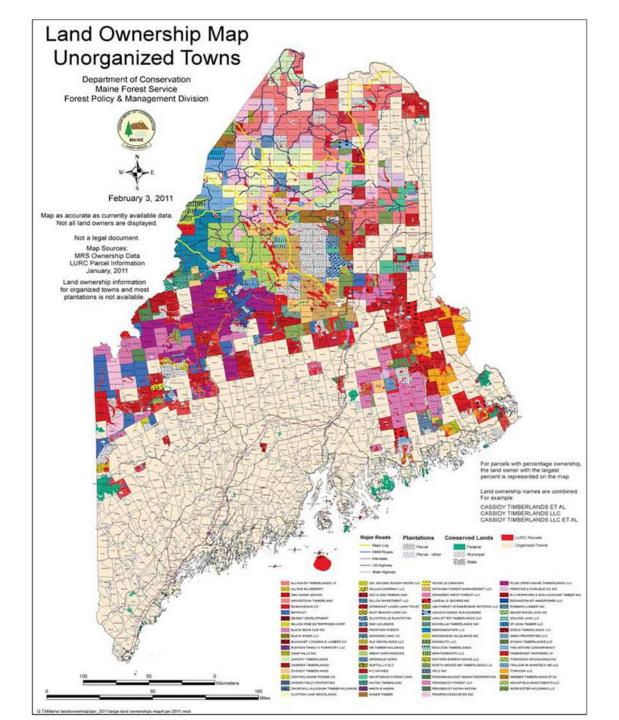


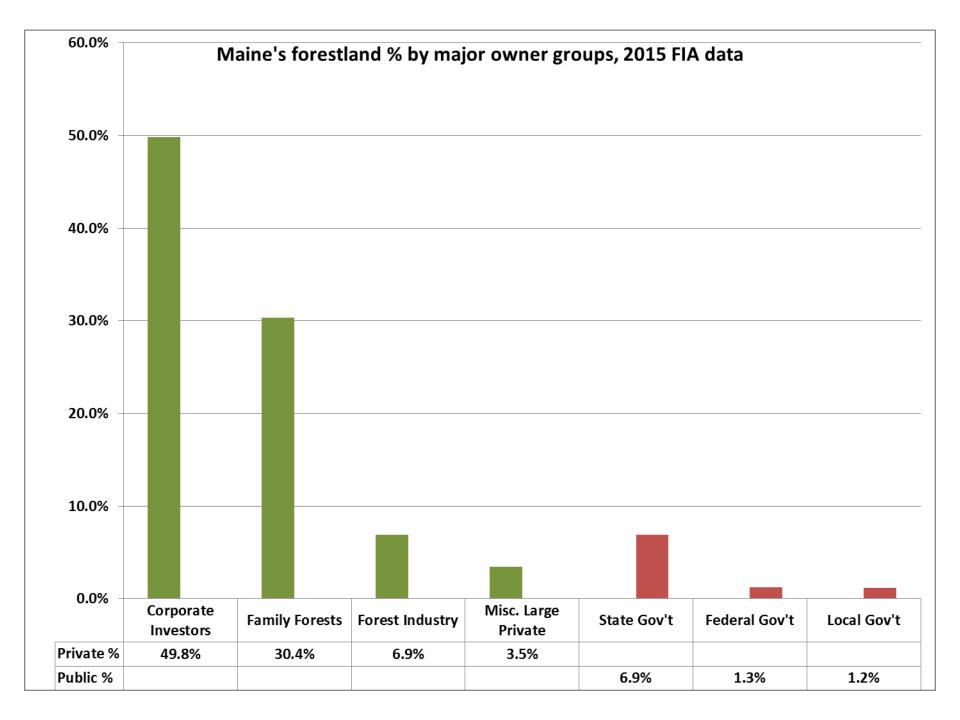


ENGINEERED

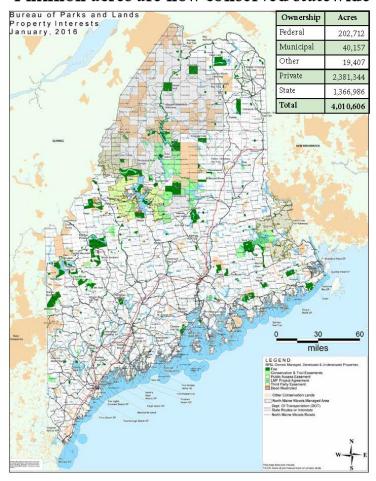
Woods

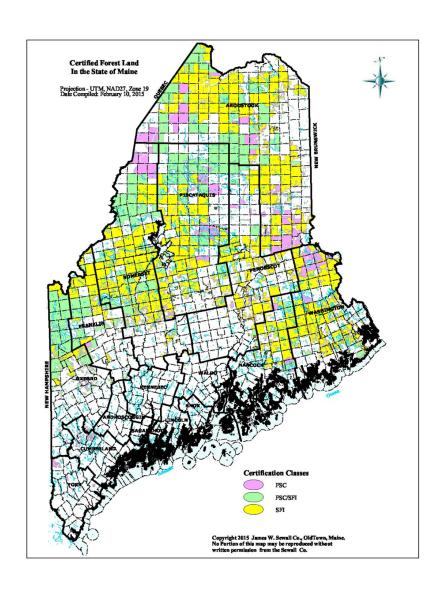






4 million acres are now conserved statewide





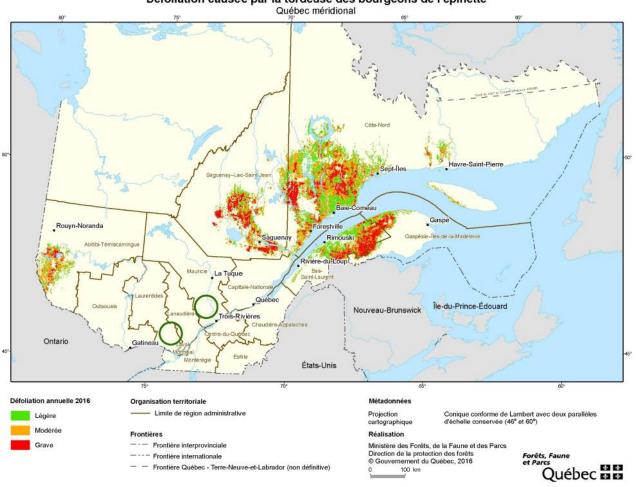
SUSTAINABLE FOREST CERTIFICATION IN MAINE

- 9 million certified acres
- Nearly half of state's forestland
- National leader in forest certification
- First-in-the-nation Master
 Logger Certification program
 has certified >100 loggers

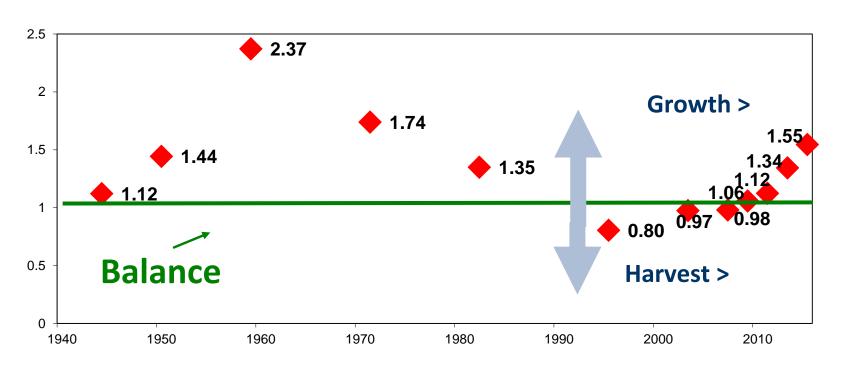
Acres Defoliated by Spruce Budworm in the Province of Quebec 2003-2016



Défoliation causée par la tordeuse des bourgeons de l'épinette

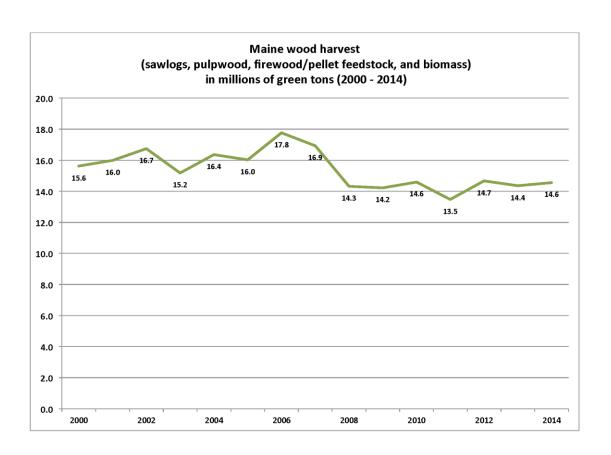


Historic Trend in Net Growth to Removals Ratio



Source: Department of Conservation. Maine Forest Service

MAINE'S WOOD HARVEST IS SUSTAINABLE



Maine's Forest Economy



Est. 2016 Economic impact: \$8.5 billion

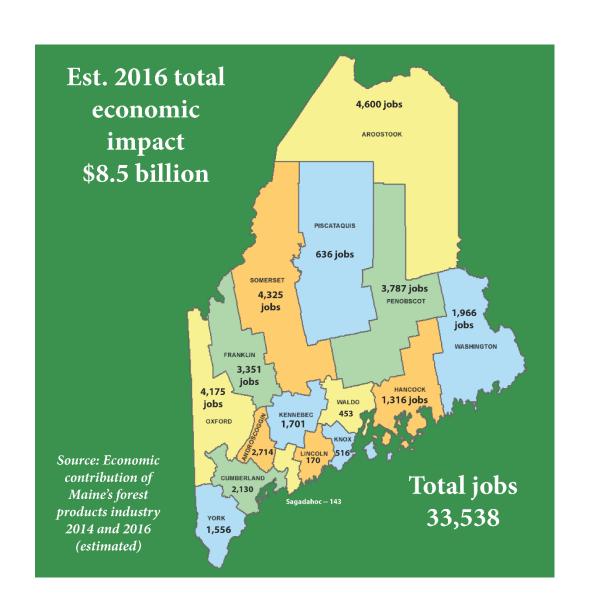


Wood is the most environmentally sound building material on earth



Millions of acres of working forest open for recreation



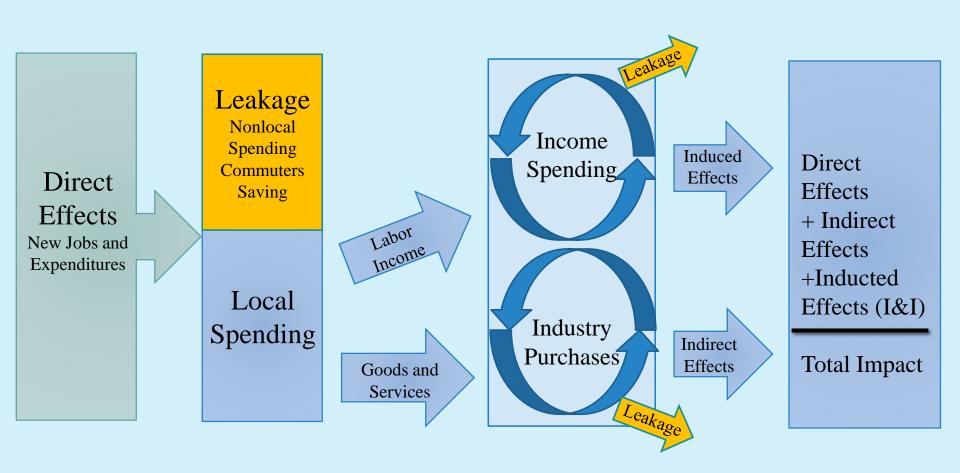


Economic Impact of the Forest Products Industry in Maine

Summary information from: Economic Contribution of Maine's Forest Product Industry, 2014 and 2016 (estimated)

A report prepared for the Maine Forest Products Council, June 2016
By James L. Anderson III, Ph.D. Student
and Mindy S. Crandall, Ph.D.
Assistant Professor, Forest Economics and Management
School of Forest Resources
University of Maine
mindy.crandall@maine.edu

IMPLAN and Economic Impact



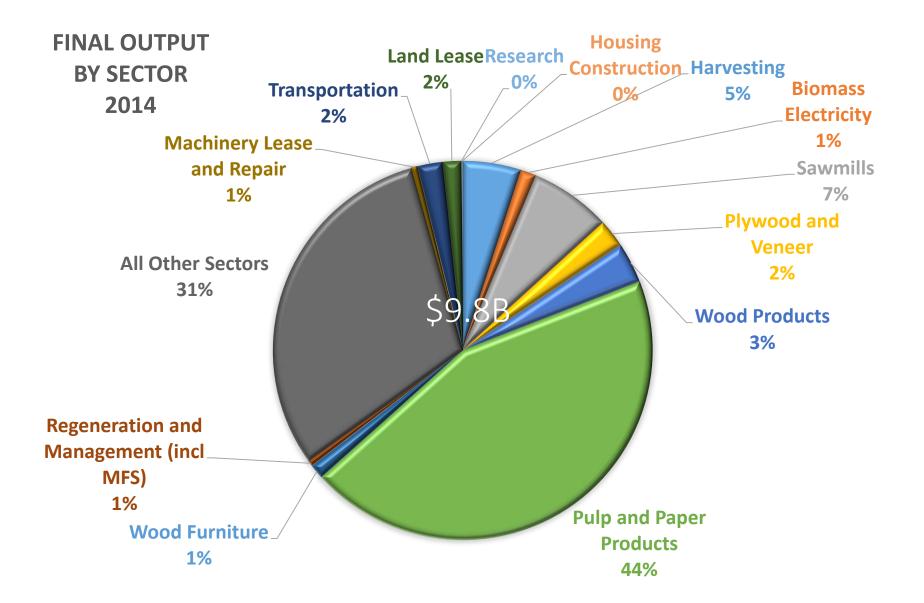
2014 and 2011 Results

2014 (in 2016 \$USD)	Direct Contribution	Multiplier Effects			Total Impact
	FPI	FPI	FPI Support	non-FPI	Total
Output	\$5,642,301,353	\$676,974,725	\$467,789,920	\$2,987,544,490	\$9,774,610,488
Employment	14,370.4	2,180.5	1,222.6	21,182.4	38,955.9
Compensation	\$763,642,873	\$99,596,923	\$57,577,968	\$852,493,180	\$1,773,310,944
Prop Income	\$94,749,775	\$56,326,942	\$36,989,988	\$108,411,044	\$296,477,749
2011 (in 2011 \$USD)	Direct Contribution	Multiplier Effects			
	Forest Products	Forest Product	s Non-Forest Products		Total
Output	\$5,063,915,031	\$643,676,568	\$2,267,788,190		\$7,975,457,789
Employment	12,003	5,072	21,714		38,789
Labor Income*	\$721,541,907	\$184,150,509	\$960	\$960,935,289	

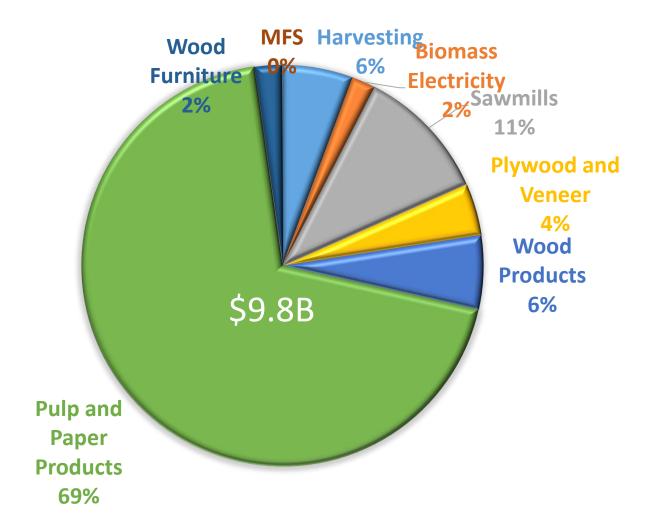
^{*} Labor Income = Employee Compensation + Proprietor Income

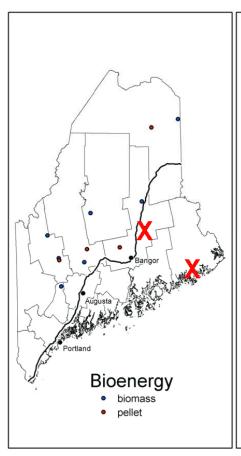
2014 Results: FPI's Contribution to Maine

2011 to 2014	2011 (in 2014 \$USD)	2014 (in 2014 \$USD)		
Maine GDP	\$55.1B	\$55.8B (1.3%) ¹		
FPI Value Added	\$3.5B	\$3.1B (-11.4%) ²		
Percent of GDP	6.38% (1 out of 15.7)	5.56% ³ (1 out of 18.0) (-12.9%) ⁴		
Total Economic Impact	\$8.5B	\$9.8B (+15.3%) ⁶		
All Maine Jobs	794,279	810,672 (+2.1%)		
FPI Jobs	38,789	38,956 (+0.4%) ⁷		
Percent of Employment	4.88% (1 out of 20.5)	4.81% ⁹ (1 out of 20.8) (-1.5%) ¹⁰		
Total Payroll	\$1,978.9M	\$2,069.8M (+4.6%) ¹¹		
Total State & Local Taxes	\$320.1	\$318.5M (-0.5%) ¹⁷		

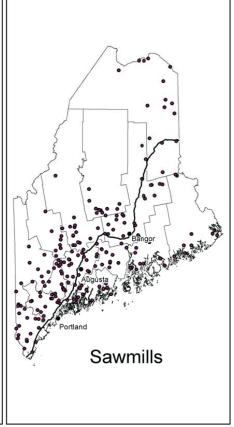


Percent of
Output Impact
Supported by
Each FPI sector









Accounting for closures

Mill	Location	Estimated employment loss	Date
Lincoln Tissue & Paper	Lincoln	180 (downsize)	November 2013
Katahdin Fuel & Fiber	East Millinocket	200	February 2014
Verso	Bucksport	500	December 2014
Lincoln Tissue & Paper	Lincoln	210	September 2015
Verso Androscoggin	Jay	300 (downsize)	October 2015
Expera	Old Town	200	November 2015
Covanta Energy (2)	West Enfield & Jonesboro	44	March 2016
Madison Paper	Madison	200	May 2016

Accounting for closures

- ☐ Five pulp and paper mills and two biomass plants have closed since late 2013
- ☐ The results presented are based on the loss of 1,805 direct pulp and paper positions and then regaining 51 positions at Rumford
 - We assume, on average, output per employee from the closed mills is only 65% of those which are still operating
- ☐ For the BioElectric closures, the 44 lost position are assumed to have equal per employee output to those that remain

Results with recent closures

2016 (in 2016 \$USD)	Direct Contribution		Total Impact		
	Pulp and Paper	FPI	FPI Support	non-FPI	Total
Output	(\$918,679,755)	(\$70,039,682)	(\$71,305,941)	(\$465,004,764)	(\$1,525,030,142)
Employment	-1,754.0	-163.9	-178.3	-3,115.5	-5,211.7
Compensation	(\$126,122,301)	(\$8,522,660)	(\$8,596,209)	(\$131,748,365)	(\$274,989,535)
Prop Income	(\$5,307,594)	(\$3,284,769)	(\$5,291,215)	(\$16,502,664)	(\$30,386,242)
2016 (in 2016 \$USD)	Direct Contribution	Multiplier Effects			Total Impact
	Bioelectric	FPI	FPI Support	non-FPI	Total
Output	(\$42,524,966)	(\$5,458,307)	(\$2,164,327)	(\$17,389,587)	(\$67,537,187)
Employment	-44	-26	-4	-127	-200
Compensation	(\$2,834,684)	(\$1,157,728)	(\$219,684)	(\$4,561,935)	(\$8,774,031)
Prop Income	\$0	(\$1,069,575)	(\$186,216)	(\$835,174)	(\$2,090,965)

2016 (in 2016 \$USD)	Direct Contribution	-	Total Impact		
	FPI	FPI	Total		
Output	\$4,889,266,934	\$617,574,623	\$414,408,861	\$2,620,051,284	\$8,541,301,702
Employment	12,572.4	1,990.1	1,040.1	17,935.4	33,538.0
Compensation	\$664,056,504	\$93,717,637	\$50,976,529	\$748,919,925	\$1,557,670,595
Prop Income	\$93,099,947	\$54,106,618	\$32,933,481	\$95,226,720	\$275,366,766

Comparing 2014 and 2016

2014 to 2016	2014 (in 2016 \$USD)	2016 (in 2016 \$USD)	
Maine GDP	\$56.4 B	\$55.4B (-1.8%)	
FPI Value Added	\$3.2 B	\$2.7B (-15.6%)	
Percent of GDP	5.67% (1 out of 17.6)	4.96% (1 out of 20.2) (-13.6%)	
Total Economic Impact	\$10.1 B	\$8.5B (-15.8%)	
All Maine Jobs	810,672	811,321 (+0.1%)	
FPI Jobs	38,956	33,538 (-13.9%)	
Percent of Employment	4.81% (1 out of 20.8)	4.13% (1 out of 24.2) (-14.1%)	
Total Payroll	\$2,149.4 M	\$1,833.0M (-14.7%)	
Total State & Local Taxes	\$330.5 M	\$278.4M (-15.8%)	

Economic contributions of Maine's Forest Economy

Economic impact	2011*	2014	% Change	2016**	% Change
Total impact	\$8.5 billion	\$9.8 billion	15%	\$8.5 billion	-13%
Total payroll	\$2.0 billion	\$2.1 billion	5%	\$1.8 billion	-12%
Direct jobs	17,075	16,551	-3%	14,563	-12%
Total jobs	38,789	38,956	0%	33,538	-14%

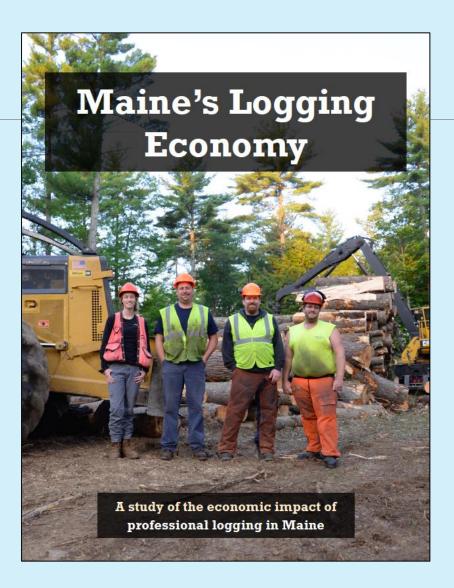
^{*2014} dollars. ** 2016 dollars.

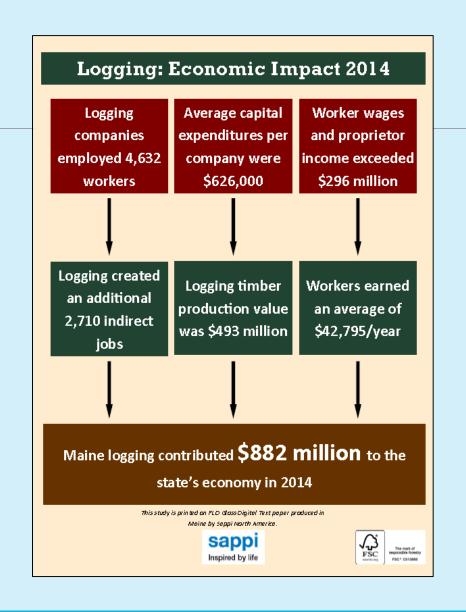
Source: Economic Contribution of Maine's forest products industry 2014 and 2016 (estimated)

Conclusions

- ☐ FPI is still an important and integrated part of Maine's economy
- \$8.5B in total output impact
- ☐ The share of FPI as part of the total state GDP has slightly declined
 - \$1 out of every \$20 of state GDP is associated with the FPI
- ☐ 1 out of every 24 jobs in Maine is associated with the FPI
 - Employment in sawmills, plywood/veneer, and other wood products increased by 363 (from 4376.6 to 4739.6)









OUR CHALLENGES

Increased Operational Costs – Minimal Rate Increase

Reduced Markets

Low Profitability = Tight margins = Running on Equity

Longer hauls

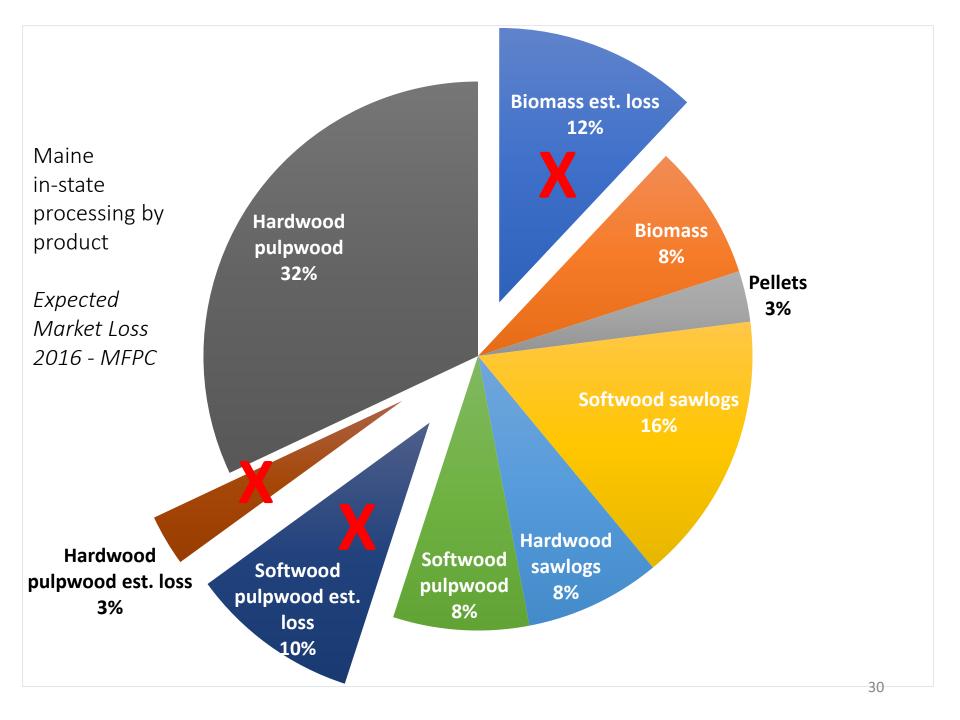
High Workforce Demand = Low Workforce Supply

Contractors are going out of business and increased fiber costs are not a result of contractor wealth.

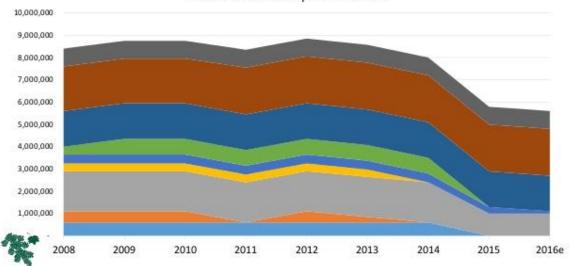








Estimated Pulpwood Consumption by Maine Pulp Mills Estimates Based Upon INRS Data



MISSED OPPORTUNITIES

 Canadian industry asks for \$200 million investment to develop game-changing products

FOREST SECTOR SEEKS FEDERAL PARTNERSHIP TO SUPPORT INNOVATION, JOBS & ENVIRONMENT

October 26, 2016 Press Releases

The Canadian forest products industry is asking for a formal partnership with the federal government to further the sector's ongoing

Ensyn breaks ground on new 10 million gallon advanced biofuels project in Quebec

LP locating in Minnesota

Louisiana-Pacific has purchased a shuttered board-making plant near Cook and is eyeing the site for a possible siding plant there, instead of in Hoyt Lakes.

LP officials Friday confirmed reports that they had purchased the former Ainsworth waferboard plant along U.S. Highway 53 near Cook. The company has been renting the site as a "laydown" site to store wood for its Two Harbors and Hayward plants.

Company spokesman Mark Morrison said LP is now considering the Cook site for a new siding plant instead of the proposed Hoyt Lakes site.

The News Tribune first reported in June that LP was ready to use state and Iron Range Resources and Rehabilitation Board incentives to build an all-new siding facility at a Hoyt Lakes industrial park. The new facility would produce LP's hot-selling SmartSide composite wood exterior home siding product.

While Minnesota officials have known they are competing against other possible sites in the U.S. and Canada, LP confirmed that Friday by saying it had swapped board plants in Canada with another company. LP is swapping ownership of its Chambord, Quebec, mill for Norbord's Val-d'Or, Quebec, mill, which now is in the running for the new siding plant.



As part of the deal, Norbord, which held a covenant over the deed of the Cook plant, has agreed to drop a noncompete clause that previously prevented any buyer of the property from opening any kind of wood products plant there.

"Once that covenant was dropped, it opened the door for Cook, which they had been looking at before Hoyt Lakes," said Mark Phillips, IRRRB commissioner.

Phillips said LP now is focusing on Cook for the new siding plant and its potential 250 jobs.

Maine needs its own roadmap for forest products





March 16, 2016



Coming Spruce Budworm Outbreak:

Initial Risk Assessment and Preparation & Response Recommendations for Maine's Forestry Community

Jointly presented by:

Cooperative Forestry Research Unit (CFRU), University of Maine

Maine Forest Products Council

Maine Forest Service

Forest Industry Implementation Team













Maine Forest Economy Growth Initiative

Recommendations to Strengthen and Diversify Maine's Forest Industry and Rural Economies



December 2016















- Patrick Strauch, Maine Forest Products Council
- Donna Cassese, SAPPI North America
- Steve Schley, Pingree Associates
- Charlotte Mace, Biobased Maine
- Tom Doak, Maine Woodland Owners
- Dana Doran, Professional Logging Contractors (PLC) of Maine
- Stephen Shaler, University of Maine
- Jake Ward, University of Maine
- Peggy Daigle, former Town Manager/Consultant
- Andy Hamilton, Eaton Peabody Attorneys at Law
- Charlie Spies, CEI Capital Management
- Yellow Light Breen, Maine Development Foundation

We envision a thriving and diverse forest products industry that provides good jobs in vibrant rural Maine communities.

Goal 1. Sustain Maine's existing forest products businesses

Goal 2. Attract capital investments and develop greater economic prosperity in the forest products sector across the State for both existing and new businesses

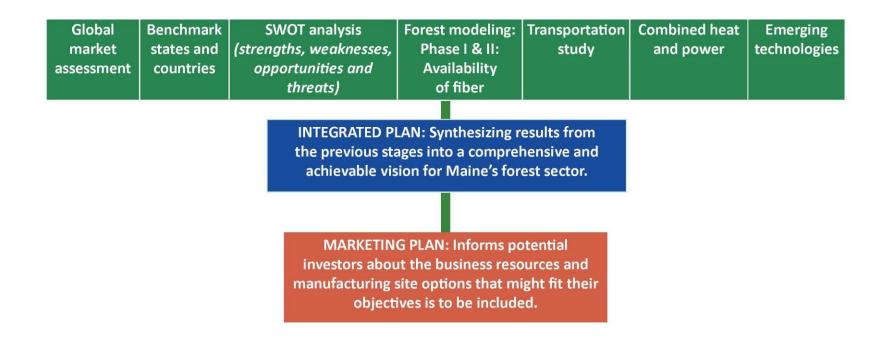
Goal 3. Support the revitalization of Maine's rural communities as places where people want to live, work and visit.

9 Priorities

- A. Conduct a global market assessment to E. assess future demand for Maine wood products.
- B. Conduct a statewide wood supply analysis to attract new markets.
- C. Conduct a transportation analysis to determine where infrastructure improvements are necessary to increase profitability for the forest products value chain.
- D. Support and grow markets for low-value, underutilized wood and biomass utilizing state-of-the-art Combined Heat and Power (CHP) biomass plants, micro-grids, and modern thermal systems.

- Invest in the research, development, and commercialization of emerging wood technologies such as forest bioproducts as an opportunity for the utilization of low value fiber.
- F. Support small landowners who want to grow and harvest more wood.
- G. Invest in logger and forest products workforce development with high-tech and automation
- H. Redevelop and reutilize or repurpose Maine's closed mill industrial sites.
 - Diversify and strengthen Maine's rural economy.

Maine Forest Economy Growth Initiative



DRAFT

Executive Committee

10-12 people, including Industry cochairs, MFPC, Biobased Maine, MWO, PLC, University of Maine, Maine Forest Service, and Task Team Chairs

Roadmap Advisory Group

30 people, including at least 2 each from landowners, pulp and paper, sawmills, logging and trucking, biomass/wood energy, also University of Maine, Governor's office, legislators, MTI, MITC

Global Market and Benchmarking Subcommittee

Donna Cassese, SAPPI Charlotte Mace, Biobased Maine

Steve Schley, Pingree Assoc.

Wood Fiber Availability Subcommittee

MFS Aaron Weiskettle, U Maine Peter Triandafillou, Huber Resources Jim Contino, VERSO Tom Doak, MWO

Subsector Analysis Subcommittee

Aaron Weiskettle, U Maine Patrick Strauch, MFPC Transportation Subcommittee

Dana Doran, PLC Tony Lyons, Catalyst

CHP Subcommittee

Bob Linkletter Jim Robbins Sr. Dana Doran, PLC Sarah Boggess, ReEnergy

Emerging **Technologies** Subcommittee

Jake Ward, U Maine Steve Shaler, U, Maine Charlotte Mace, **Biobased Maine** Jim Robbins Sr.

Integration Subcommittee

Marketing Plan Subcommittee

Biomass energy

Stored Solar

PUC contract

Movement toward

Combined Heat and

Power (CHP)



Low-grade wood

Panel

manufacturing

Medium density

fiberboard (MDF)

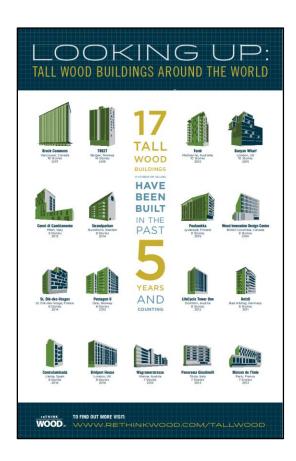


Dimension lumber

- Housing starts increase
- Capacity to expand sawmills
- New products, such as cross-laminated timber



When complete, 475 West 18th, a 10-story residential building, will be the first structural timber building in New York City. The design by SHoP Architects was one of two winners of the U.S. Tall Wood Building Prize, sponsored by the Department of Agriculture.



JD Irving announces \$30 million investment in Aroostook County mill, to create 60 jobs

Paper mills

Grade switches:

- Tissue
- Labels
- Box board
- Fluff pulp



The Woodland Mill in Baileyville spent \$150 million to purchase and bring online on two new tissue machines — work that lasted for more than two years. *Photo by Bangor Daily News*

Sappi to pump \$165 million into Skowhegan mill

Next 1 of 2



Potential biobased opportunities

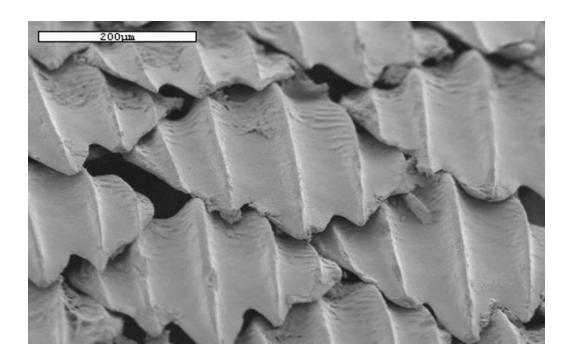
- Nanocelluose (papermaking, cosmetics, foam insulation, thickening foods)
- Bioplastics (food containers, packaging, 3D printing)
- Advanced biofuels (for planes and ships)



This Shelby Cobra was 3D printed at the Department of Energy's Manufacturing Demonstration Facility at the Oak Ridge National Laboratory.

Sappi North America launches paper inspired by shark skin Mainebiz September 14, 2016

Magnified shark skin. Sappi North America has launched a "first of its kind" casting and release paper inspired by the texture of shark skin which will be made at Sappi's Westbrook mill. The product creates surfaces that inhibit bacterial growth without the use of toxic additives or chemicals.





Thank you.

