

# Maine Forest Products Council

September 18, 2017, Rockport, ME

**A discussion on .....**  
**Challenges Facing Biomass**  
***“Even in Timber Rich States”***

**Craig Rawlings, President & CEO**  
**Forest Business Network**

## 10 or 15 minutes .....

- About me
- FBN
- My view from the 30,000 ' level

Then a discussion + Q&A with you all.....

## About Craig

- **3<sup>rd</sup> generation forest products sector – sawdust in my blood**
- **Entire career somewhere in the supply chain**
  - **Last 15 years small diameter and under utilized timber**
- **Both of my brothers same career path**
  - **Sawmill construction**
    - **Mike Rawlings**
  - **Mfgr's Rawlings Wood hogs**
    - **John Rawlings**



*From Archives & Special Collections, Mangfield Library, The University of Montana-Missoula*

## ***FBN's Lines of Business***

### **Weekly E-Newsletter, *Events, Consultancy, Website***

- **10,000 + Readers**
- **Since 2001**



#### **From the Editor**



Dear Reader:

Anticipation and excitement around the **2018 International Mass Timber Conference** could not be greater. The exhibit hall is nearly sold out with only six spaces left. And we're proud to announce three, new premium sponsors—companies who have stepped up in a big way for the March 20-22 event.

- **Katerra** – Premier Sponsor
- **Hexion** – Gold Sponsor
- **Mass Plywood Panels, Freres Lumber Company** – Lounge Sponsor

## ***FBN's Lines of Business***

*Weekly E-Newsletter, **Events**, Consultancy, Website*



- March 20-22, 2018 Portland, Oregon
- March 19-21, 2019 Portland, Oregon
- 2020? New England States? RFP's coming out soon

## ***FBN's Lines of Business***

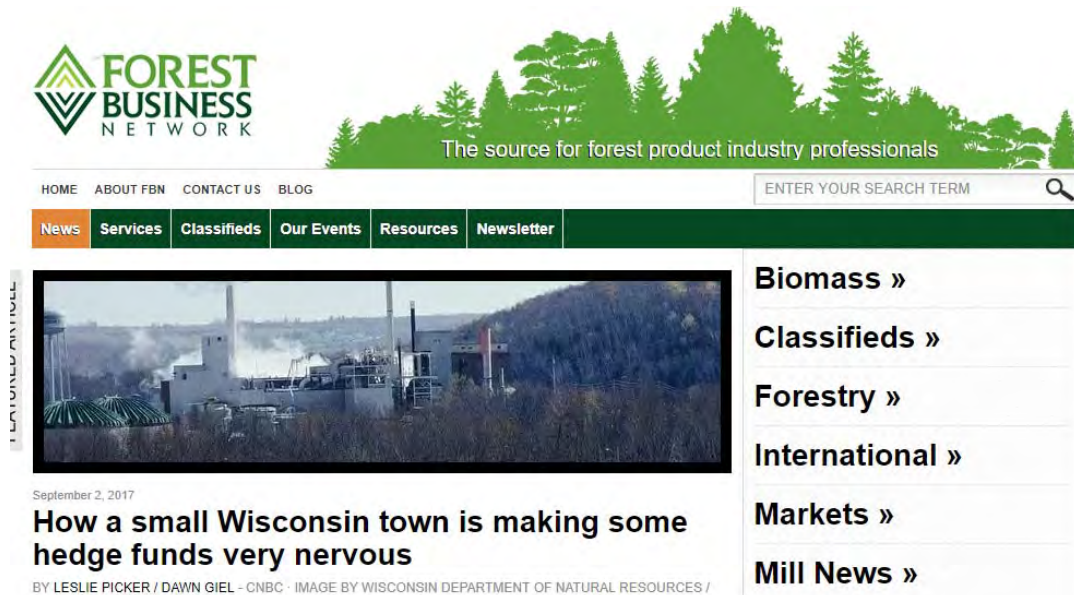
*Weekly E-Newsletter, Events, **Consultancy**, Website*

- Feasibility Studies – Whitepapers
- Grant Coaching, Market & Product Development
- Outreach, Communications, Stakeholder Engagement, Workshops, Marketing Assistance
- Northwest Advanced Renewables Alliance (\$40 Mil-5Yrs)
  - [www.nararenewables.org](http://www.nararenewables.org)
- Waste to Wisdom (\$5.8 Mil-3Yrs)
  - [www.wastetowisdom.com](http://www.wastetowisdom.com)

## *FBN's Lines of Business*

*Weekly E-Newsletter, Events, Consultancy, Website*  
**www.forestbusinessnetwork.com**

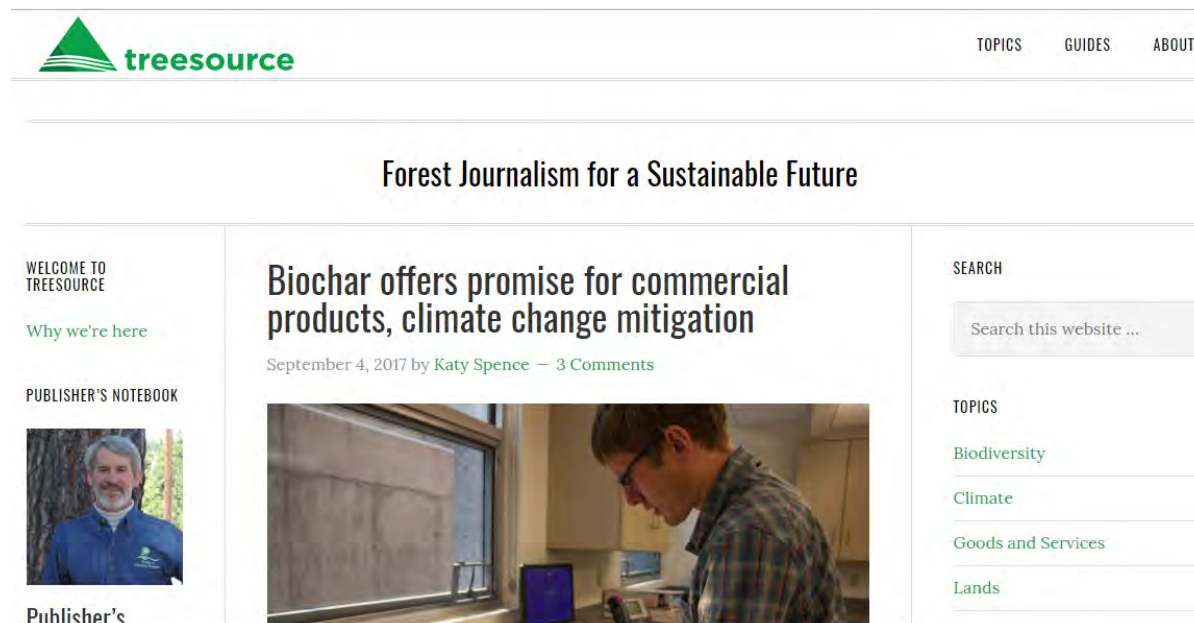
- Resources
- Free Classifieds
- Breaking News
- Blog



The screenshot shows the Forest Business Network website. At the top is the logo and tagline "The source for forest product industry professionals". Below is a navigation menu with links for HOME, ABOUT FBN, CONTACT US, and BLOG. A search bar is on the right. The main content area features a news article titled "How a small Wisconsin town is making some hedge funds very nervous" dated September 2, 2017, by Leslie Picker / Dawn Giel - CNBC. To the right of the article is a sidebar with links to Biomass, Classifieds, Forestry, International, Markets, and Mill News.

## ***FBN's Lines of Business - NEW***

***Treesource.org – Conceived, Born, Incubated at FBN***  
**Original stories, photo essays, videos and podcasts**



The screenshot shows the Treesource.org website interface. At the top left is the Treesource logo, a green triangle with a tree silhouette, followed by the text "treesource". To the right are navigation links for "TOPICS", "GUIDES", and "ABOUT". The main heading reads "Forest Journalism for a Sustainable Future". Below this, the page is divided into three columns. The left column contains a "WELCOME TO TREESOURCE" section with a link "Why we're here" and a "PUBLISHER'S NOTEBOOK" section featuring a photo of a man in a blue jacket and the text "Publisher's". The middle column features a main article titled "Biochar offers promise for commercial products, climate change mitigation" dated "September 4, 2017 by Katy Spence" with "3 Comments". Below the title is a photo of a man in a plaid shirt looking at a computer screen. The right column contains a "SEARCH" box with the text "Search this website ..." and a "TOPICS" list with links for "Biodiversity", "Climate", "Goods and Services", and "Lands".



# “Game Changers” Since 2000

- Pulp & Paper Mill Permanent Closures
- Sawmill Closures & Consolidation
- Catastrophic wildfires
- Beetle Epidemics
- Federal Agencies shift from commercial timber harvests
- Recession
- Biomass Not on Level Field with Wind & Solar

# “Game Changers” Since 2000

- Europe’s Renewable Energy Mandates
- Low Energy Prices, Bad for Biomass, Good Overall
- Mass Timber - Mid-Rise and High Rise Buildings
- ✓ Legalized Marijuana
- ✓ Biojet Fuel From Forest Biomass

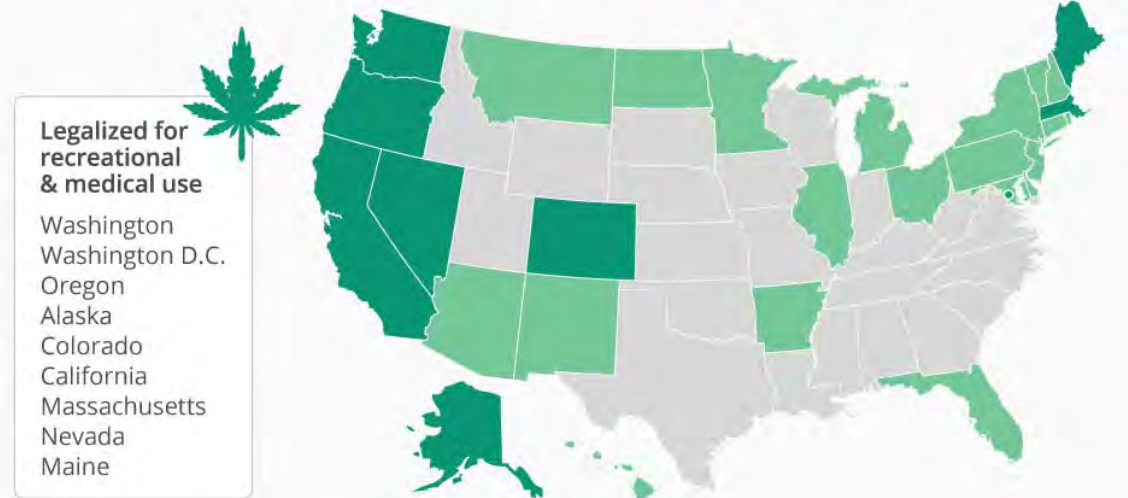


**\$48 Cu Ft**

## The States Where It's Legal To Smoke Marijuana

Laws on recreational and medical marijuana use in the US\*

■ Legalized for recreational & medical use
 ■ Medical use only



  
 @StatistaCharts

\* As of Nov 10, 2016 - laws in some states have not yet taken effect.  
Some states not highlighted allow limited medical marijuana access

Source: NY Times

**statista** 

## FIRST COMMERCIAL FLIGHT USING BIOJET FUEL MADE FROM WOOD

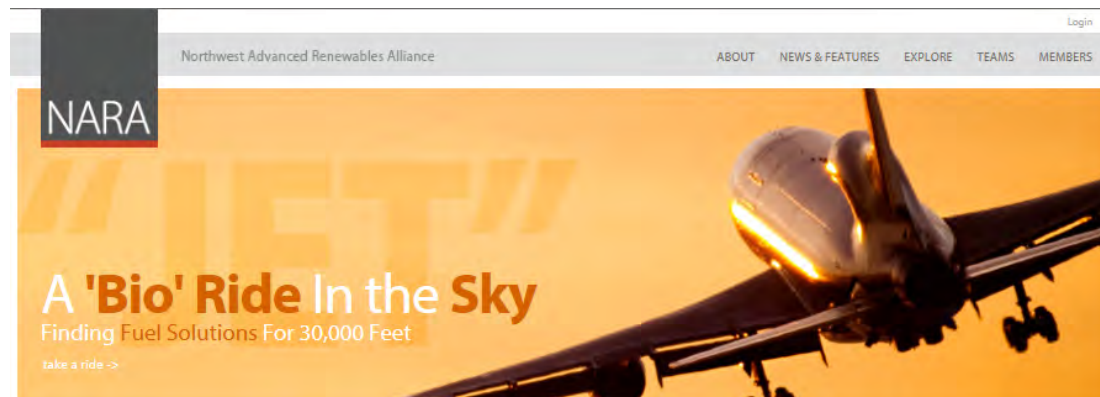
**NARA**

Northwest Advanced Renewables Alliance



- **\$40 Mil USDA Regional Research Grant, OR, WA, ID, MT**
  - Led by WSU, FBN: Outreach, Communication, Stakeholder
- **Transcontinental Flight, Oct 11, 2016 SEA-DCA**
  - 1,080 gallons - 20% Blend, Drop in Fuel
- **Certification – Cost \$100 Million**
- **Gevo – Major Partner, Small Publically Traded Company**
  - Accessible
- **Refinery at Major Airport - Regional Supply Depos**

## *Questions, Comments, Discussion*



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