Vision & Roadmap for Maine’s Forest Sector

- An industry led collaborative process
- To encourage private investment in Maine’s forest products sector
- By identifying the key opportunities that must be captured and key challenges that must be met and how
Why?

- Recent rapid market changes
- Maine has lost 50 percent of its softwood pulp market in the last two years.

<table>
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<th>Economic contributions of Maine’s Forest Economy</th>
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<td>Economic impact</td>
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<tr>
<td>Total impact</td>
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<td>Total payroll</td>
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<td>Direct jobs</td>
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<td>Total jobs</td>
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*2014 dollars. **2016 dollars.

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

- Maine is within a one day drive of 70 million of the wealthiest people on the planet

- Nearly half of state’s forestland (9 million acres) certified sustainable

- The majority of Maine’s forest lands are privately owned
Purpose:
To identify the key opportunities that must be captured, key challenges that must be met, and key obstacles that must be overcome to create opportunities for new and expanded forest products businesses, a more diversified forest economy, high value exports, and increased jobs and wages.
Industry Led with University and Other Partners

- More than 35 industry members participating in subcommittees
- Support from Maine Forest Products Council, Maine Woodland Owners, Professional Logging Contractors of Maine, Biobased Maine, the Maine Development Foundation
- Partners include, University of Maine, Maine Technology Institute, Maine International Trade Center, Maine and Co., Maine Congressional Delegation
- Funding from US EDA and Maine Technology Institute
Maine Forest Economy Growth Initiative steering committee

- Forest Industry Implementation Team
- Community Implementation Team
Maine Forest Economy Growth Initiative

Patrick Strauch, Maine Forest Products Council
Yellow Light Breen, Maine Development Foundation
Donna Cassese, SAPPI Fine Papers
Tom Doak, Maine Woodland Owners
Dana Doran, Professional Logging Contractors (PLC) of Maine
Steve Schley, Pingree Associates
Charlotte Mace, Biobased 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
Shared Goals and Priorities

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
Vision & Roadmap for Maine’s Forest Sector

INTEGRATED PLAN: Synthesizing results from the previous stages into a comprehensive and achievable vision for Maine’s forest sector.

MARKETING PLAN: Informs potential investors about the business resources and manufacturing site options that might fit their objectives is to be included.
Committee Updates and Next Steps

Roadmap and Vision for Maine’s Forest Sector

DRAFT

Roadmap Advisory Group

Executive Committee = Integration committee

Steve Schley (chair)
Donna Cassese, SAPPI North America
Jim Centine, Verac
Jim Robbins, Robbins Lumber
John MacNeil, BPG Land
Bob Linkletter, Maine Woods Pellet Company
Peter Triandafilou, Huber Resources
Scott Madden, Madison Timbers
Pat Strauch, Maine Forest Products Council
Barrie Dower, Professional Logging Contractors of Maine
Charlotte Maca, Ellsworth Maine
Tom Dean, Maine Wood and Owners
Aaron Weidittel, University of Maine
Lisa Ward, University of Maine
Steve Sheller, University of Maine

Advisory: State agency liaisons: DEC, MIT, MDES, Yellow Breeer, MDE

Global Maritime and Benchmarking Subcommittee
- Donna Cassese, SAPPI North America (chair)
- John McLain, Seven Islands
- Tina St. Jare, SAPPI North America
- Charlotte Mae, Ellsworth Maine
- Angela Metro, Global leadership perspective
- Dan Christiansen, Global leadership perspective
- Rob Hirch, Global leadership perspective
- State agency liaisons: DEC, MIT, Maine and Co., MITC, MDES

Wood Fibre Availability Subcommittee
- Peter Triandafilou, Huber Resources (co-chair)
- Aaron Weidittel, Maine (co-chair)
- Ian Prior, Seven Islands
- Jim Centine, Verac
- Tony Lyons, Carate
- Tom Doss, NWS
- State agency liaisons: MITC, MDES

Transportation Subcommittee
- John Melrose (chair)
- Tony Lyons, Carate
- Benjamin W. Dow, Waynemouth
- John Bryant, American Forest Management
- Scott Hume, Woodland Partners
- Charles Tierce
- Steve Follett, Woodland Partners
- Cody Tissue
- Anthony Koot, Irving Woodlands
- NRC
- Brian Souza, Treeline, Inc.
- Scott Madden, Madden Timbers
- Richard Wing, Richard Wing and Associates
- Steve Schley, Singea Resources
- Steve Winkler, MD Roulard
- Chris Brochu, Pleasant River Lumber
- John McLain, Seven Islands
- Tim Doss, MDMPA
- Bob Thomas, GM Retired
- Jim Helton, Ports of Portland
- Dan Doss, MDMPA
- Tom Doss, MDMPA
- Pellet Subcommittee
- Marketing Plan Subcommittee

Emerging Technologies Subcommittee
- Bob Linkletter, Maine Woods Pellet Co.
- Steve Schley (chair)
- Jason Brochu, Pleasant River Lumber
- Brian Souza, Treeline, Inc.
- John McLain, Seven Islands
- Tom Abel, TNC
- Ryan MacNeil, SAPPI North America
- Bill Bal, Maine Pellet Fuel Assn.
- Charles Sturtevant
- Innovative Nature Resource Solutions
- Jim Robbins, Robbins Lumber
- David Goodman, Kasilin Cider
- Mark Thibodeau, NE Energy
- Dan Dower, Professional Logging Contractors of Maine
- Bob Rice, UMAHE
- Beka Kossiakoff, DOE
- State agency liaisons: DEC, MIT
Global Market and Benchmarking Committee

- Conducting a global market analysis to help Maine forest industries better understand emerging and potential markets for forest products, and match that with Maine’s forest resource on both short term and long term time horizons.

- RFP for a global consultant released in September
  - Identify potential markets that best match Maine’s forest and other resources with a focus on the utilization of softwood fiber and biomass quality chips.
  - Identify Maine’s competitive advantages/disadvantages in the most promising markets
  - Results expected by early 2018
Wood Fiber Availability Committee

- Modeling what species are available for manufacturers and predicting long range supplies with a variety of wood demand scenarios.

- Large capital investment in the forest industry require long term planning and understanding of forest growth dynamics.

- What species are available and approximate regions (Fall 2017)

- Predict long range supplies with a variety of wood demand scenarios (2018)
Transportation Committee

- Identifying the necessary transportation infrastructure investments to increase margins for the forest products value chain, attract investment, and grow the forest products industry in Maine.

- 3 focus areas:
  - Transportation survey of industry (Fall 2017, annually for MDOT 3 year plan)
  - Wood flow analysis
  - Benchmarking against other regions
Conducting a cost-benefit analysis to support and grow markets for low-value underutilized wood and biomass, utilizing state-of-the-art CHP (Combined Heat and Power) wood energy plants, microgrids, and modern thermal systems.

Fall 2017
Emerging Technologies Committee

- Developing an approach to assist with funding due diligence and vetting of emerging technologies and opportunities for the industry and communities.
- Fall 2017 – develop a vetting process
Bringing it all Together

- Integration of results into a strategic and marketing plan for forest products industry (starting in spring 2017)
Community Working Group

- Working with communities impacted by recent mill closures
- Focused on economic diversification within and around forest products
Community Working Group

Rural Manufacturing and Industrial Site Redevelopment Program established by the Legislature within the Maine Rural Development Authority (MRDA) to provide technical assistance, planning grants and implementation grants for the rehabilitation, revitalization and marketing of manufacturing and industrial sites in rural communities.
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