



Partner up!

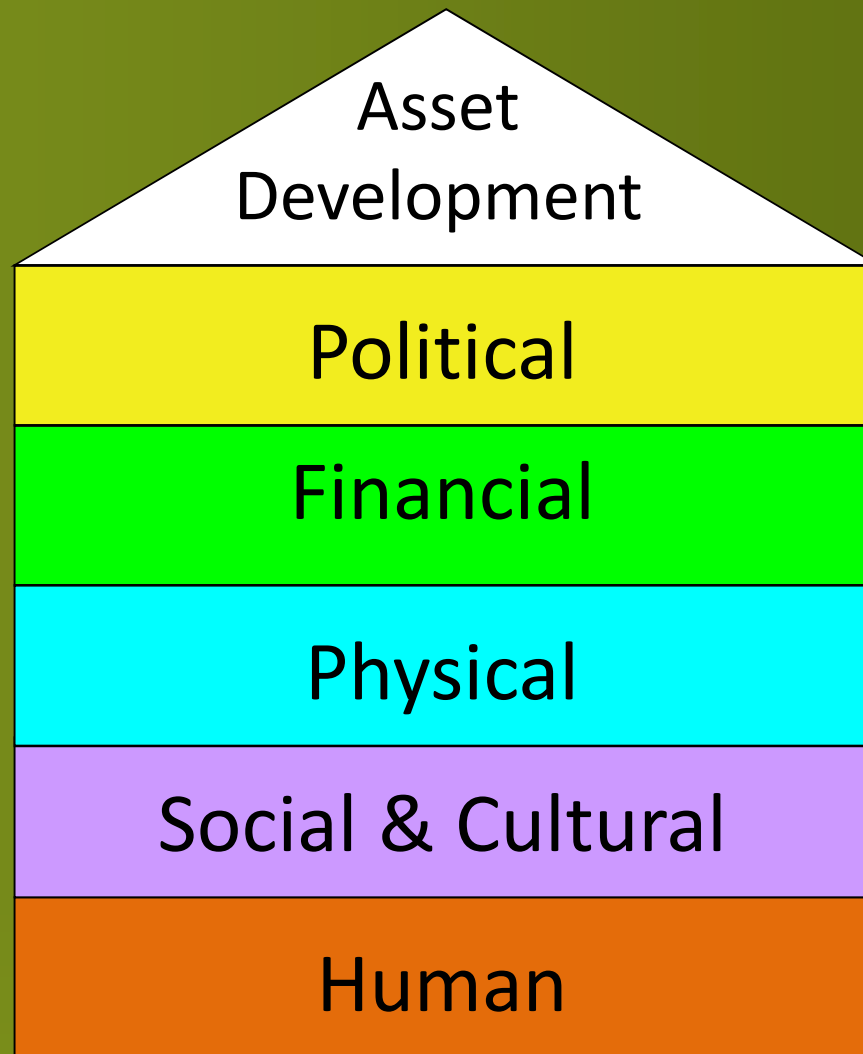
Practicing forestry in the face of change.

Chad Davis
Forest Stewardship Program Director



Sustainable Northwest

- We promote:
 - Collaborative, community-based solutions
 - Business models that are appropriately-scaled and support national and regional green markets
 - Networks that connect people, ideas and foster innovation
 - Public policy that supports sustainable natural resource stewardship



LOCAL capacity is essential and is more than infrastructure or jobs

Case Story Approach

- Stewardship of Federal forests
 - Blue Mountain Forest Partners
- Business development
 - Integrated Biomass Energy Campus
- Market connections/access
 - Build Local Alliance
 - SNW Wood

Case story: Blue Mountain Forest Partners



The Change: Litigation, Reduced Federal \$\$ and capacity,
Diverse social values/objectives

a forest collaborative of the north end of the Malheur National Forest

BMFP – Why and Who?

- “BMFP is a diverse group of stakeholders who work together to create and implement a shared vision to improve the resilience and well-being of forests and communities in the Blue Mountains.”
- Local community, environmental stakeholders, timber industry stakeholders, local government, foresters & contractors

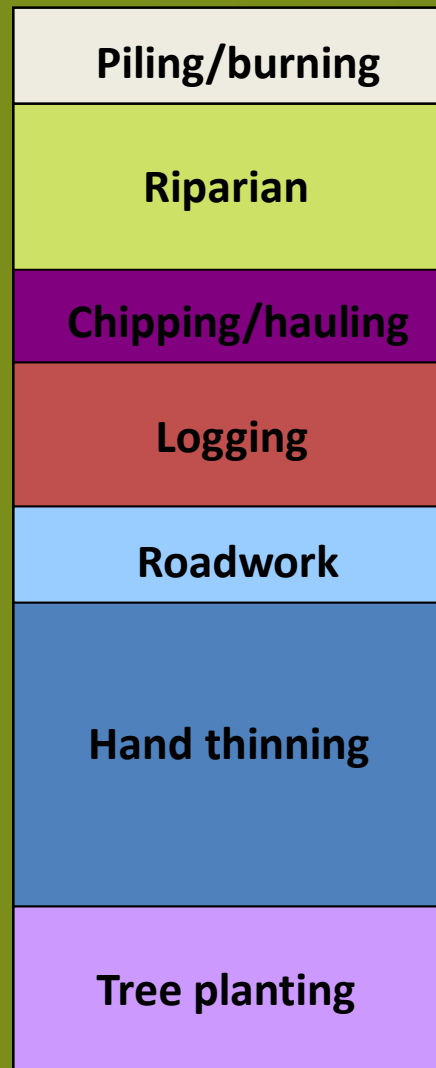
BMFP – In the beginning...

- Started by County Commissioner Boyd Britton inviting Susan Jane Brown to Grant County in 2005
- 2006 Sustainable Northwest invited by County Judge Mark Webb to help facilitate the group and develop a process for collaboration
 - Set ground rules
 - Developed an operations manual
 - Facilitation of meetings

BMFP – Success to date

- Project development
 - Dad's Creek: 7,200 acres
 - Damon & Soda Bear: 20,000 acres each
 - *Elk 16: 42,000 acres*
- Selected as a CFLRP project (\$20 million)
 - Landscape scale project; 690,000 acres
- Hosted CEQ Chair Nancy Sutley
- NO LITIGATION IN 6 YEARS!

Collaboration supports jobs



Per \$1 million dollars¹

Work type	Jobs	Economic Output
Labor-intensive	23.8	\$2.1 million
Equipment (watershed)	15.7	\$2.4 million
Equipment (forestry)	17.2	\$2,4 million
Technical	19.1	\$2.1 million

¹Ecosystem Workforce Program (UO)Working Paper #24: “Economic and Employment Impacts of Forest and Watershed Restoration in Oregon”

Collaboration set stage for business expansion

“ Secured ARRA grant to expand product mix at existing lumber mill

- . Additional revenue streams
- . 75 jobs retained, 15 created
- . 40,000 tons additional supply needed
- . Leveraged opportunities to install pellet boilers

“ Energy output of pellets & bricks is 440,000 MMBtus

- . equivalent to 18 MWs of power
- . will displace 3.2 million gallons of oil
- . reduce energy costs by \$4-\$5 million/yr

also adding value to small-diameter removals of restoration efforts

Case Story: IBEC in Wallowa County



Fuel reduction project



Byproduct and log removal



Restored condition



Bundled firewood (IBR)



Densified fire logs (IBR)



Post and pole (CSS)

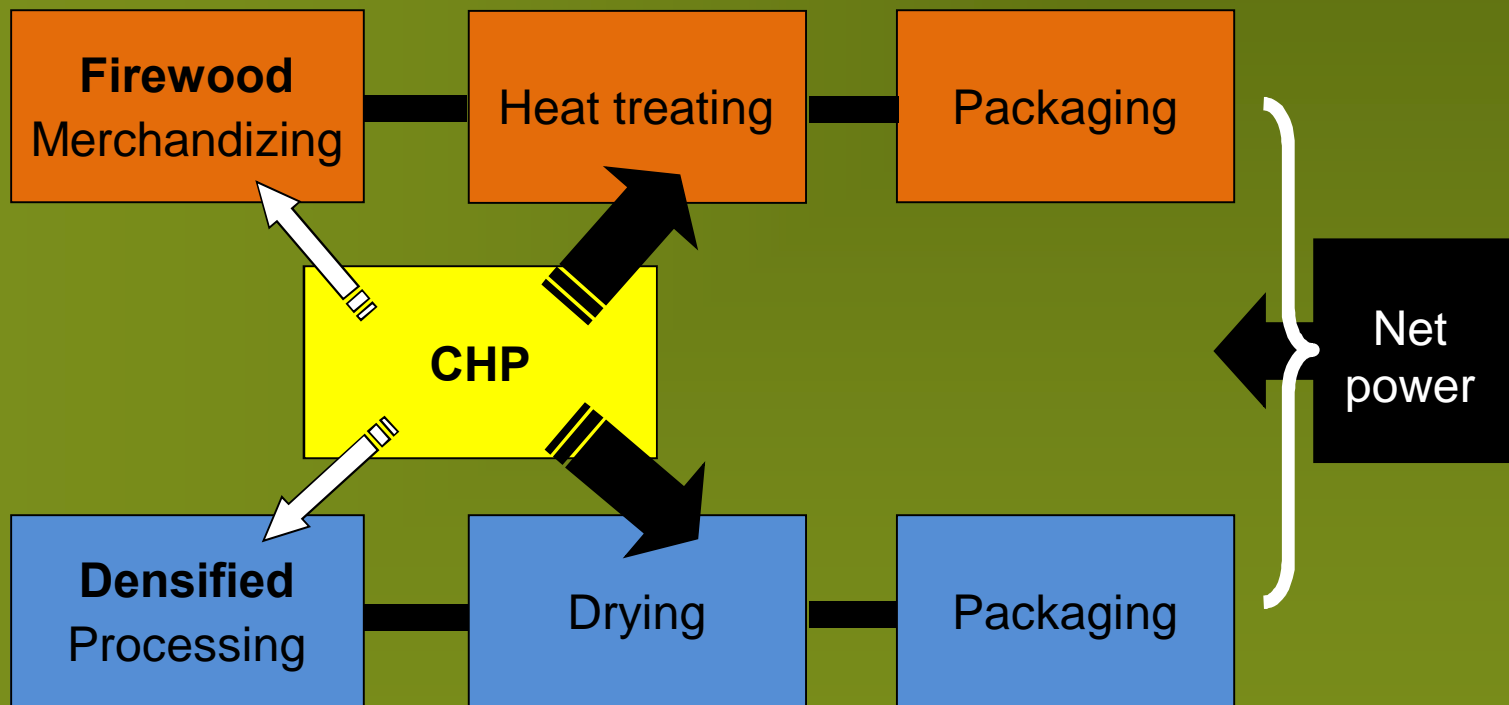


The Change: Loss of infrastructure, increased costs of energy, Wealth leakage from local economy

IBEC – Partners & Roles

- Wallowa Resources (NGO)
 - Facilitate opportunities and investment
 - Initial investor & maintains equity position
- Integrated Biomass Resources
 - Initiated firewood business in 2009
 - Purchased CSS (post & poles) in 2011
- Wallowa County
 - Owner of industrial property
- State of Oregon
 - ODOE & Energy Trust

Biomass Energy for Process Heat



Integrated Objectives: Energy & Restoration

	supply (bdt)	number of facilities	price (bdt)	feedstock value (millions)	acres treated (\$350/ac)
25 MW plants	250,000	6	\$30	\$45	128,571
Heat-led projects	50,000	30	\$55	\$83	235,714
Schools	750	2000	\$80	\$120	342,857

Note: Total supply available from OFRI (2006) : 1.5 million bdt per year

- Energy savings for thermal-led paths up to \$100-\$140 million per year when offsetting heating oil or propane

Prioritizing thermal: significantly increases value & reduces energy costs

Case story: Build Local Alliance



The Change: Reduced market opportunities and variation; public disconnect with natural resources

a network of forest owners, builders and consumers promoting use of local wood

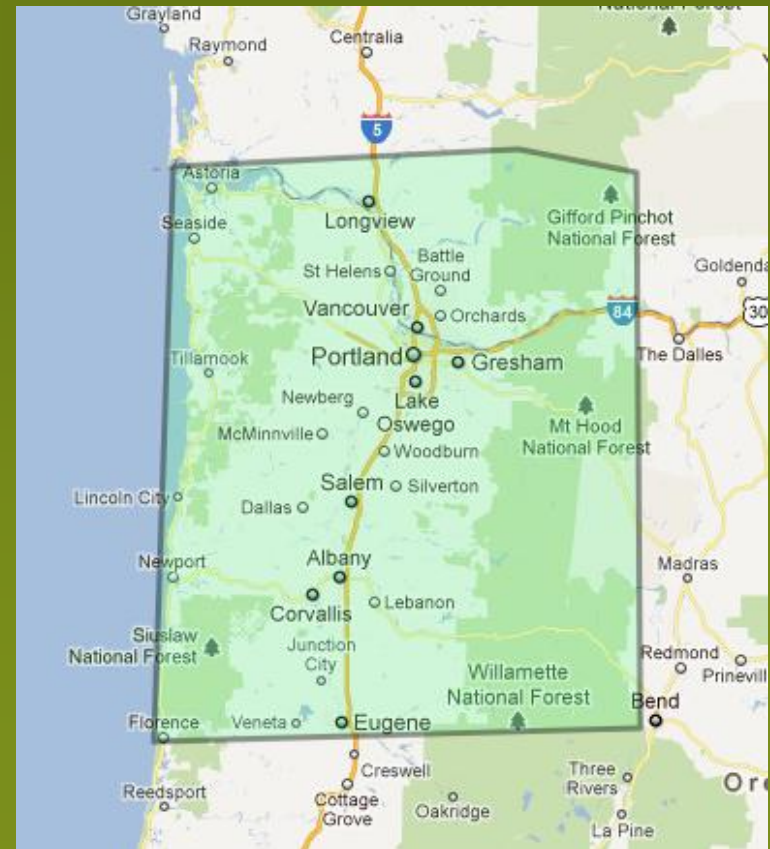
BLA – The Basics

- Purpose
 - Improve the vitality of local forests and related human communities by connecting local, responsibly grown and processed wood with local projects
- Members & Participants
 - Forest Owners
 - Millwrights
 - Distributors & Retailers
 - Designers & Architects
 - Craftsmen & Builders
 - Homeowners



BLA – What, where, and when?

- Strategies
 - Market Connections
 - Education
 - Celebration
 - Expansion
- 3 annual events
 - 2 in Portland
 - 1 in forest



SNW Wood

- Wholly owned, for-profit subsidiary of Sustainable Northwest
- Wholesale distributor of exclusively local & sustainable wood products
- Opened November 2008
- Performance to date:
 - Triple digit growth for three consecutive years
 - Operating profitably on monthly basis
 - Sales YTD up 163% (2012 v. 2011)

In summary

- To truly leverage triple bottom line results, public-private partnerships and collaboration are essential facets of reinventing our forest sector
- Three keys to success
 - Diversity = broad support
 - Patience = durable solution
 - Commitment = resiliency



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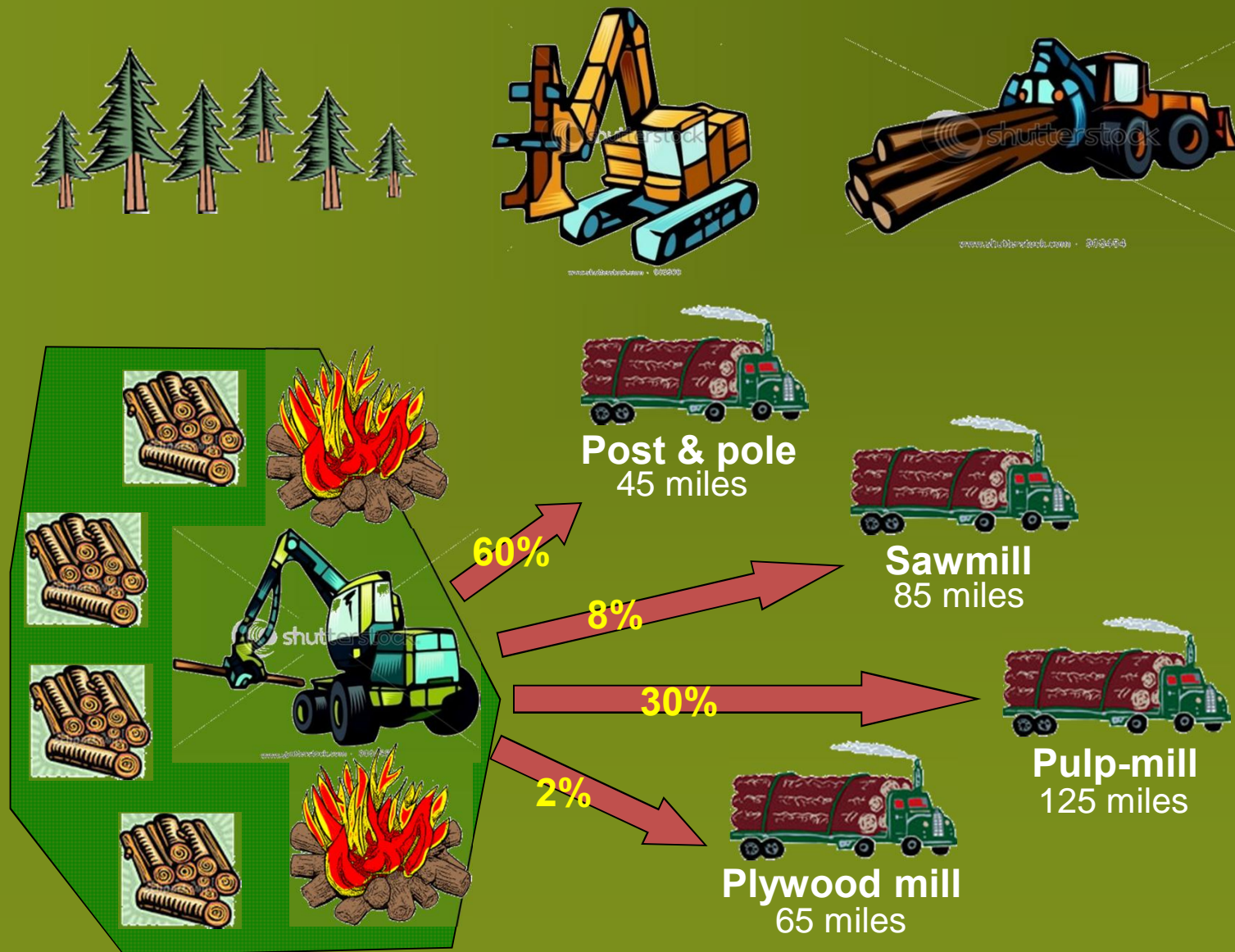
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"Typical" Forest Supply Chain



Integrated Campus Supply Chain

