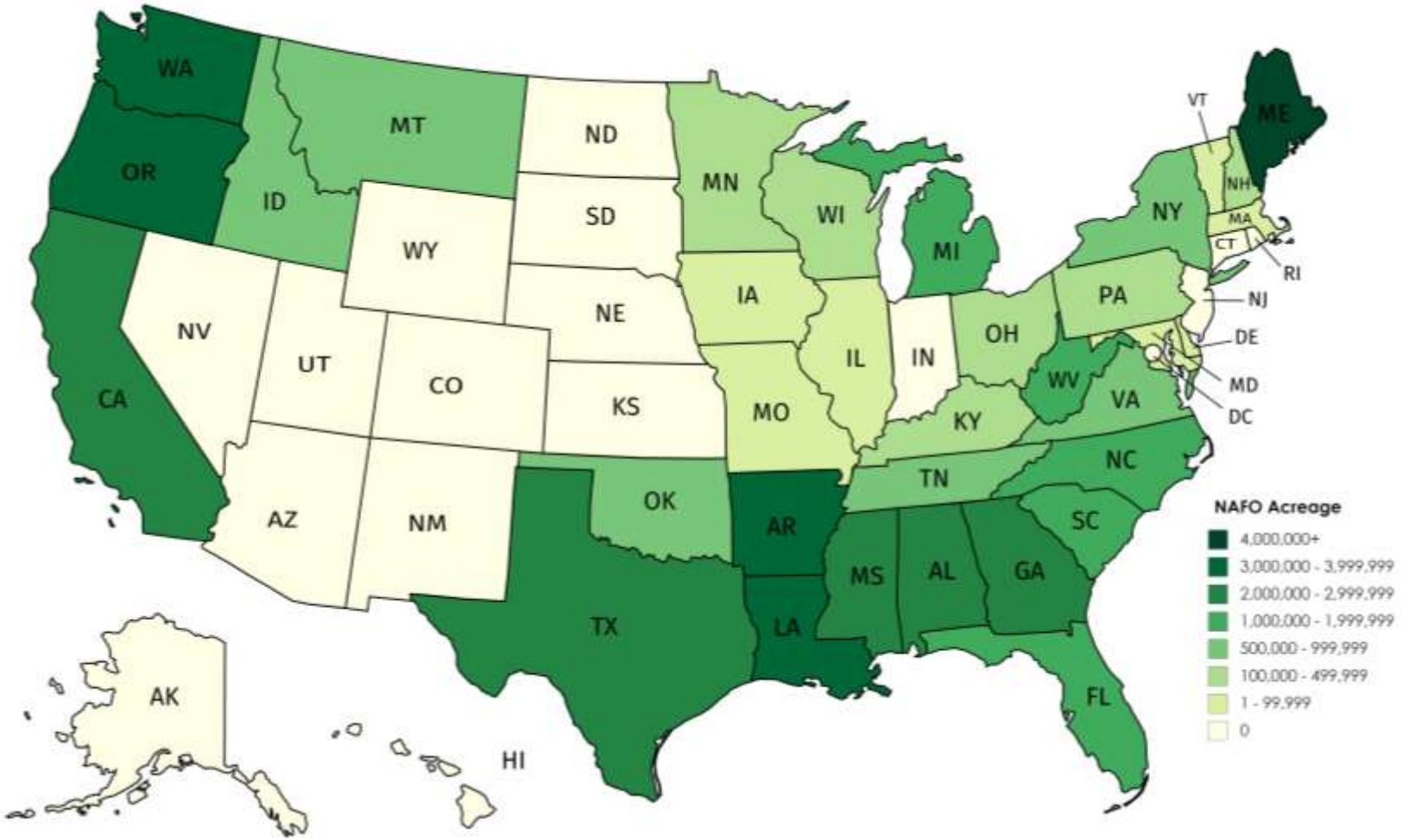
NAFO
National Alliance of Forest Owners
COMMUNICATING WITH RELEVANCE
NAFO | 122 C St. NW, Suite 630, Washington, DC 20001 | (202) 747-0759 | www.nafoalliance.org

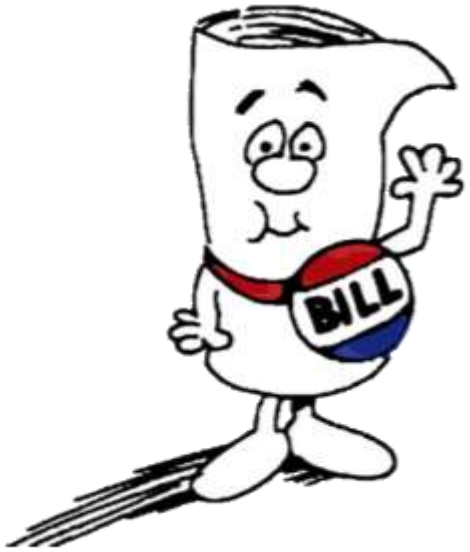
WHO WE ARE



- 44 regular, 4 affiliate and 30 association members
- Own or manage 46MM acres in 34 states and 134 Congressional districts
- Influence ~ 40 million acres state associations

NAFO

WHAT WE DO BEST



POLICY

ADVOCACY

COMMUNICATIONS

NAFO

WELCOME TO CRAZY TOWN

Investigations

Divided Government

Ideological Battles

Investigations of the Investigations

Economic Warfare

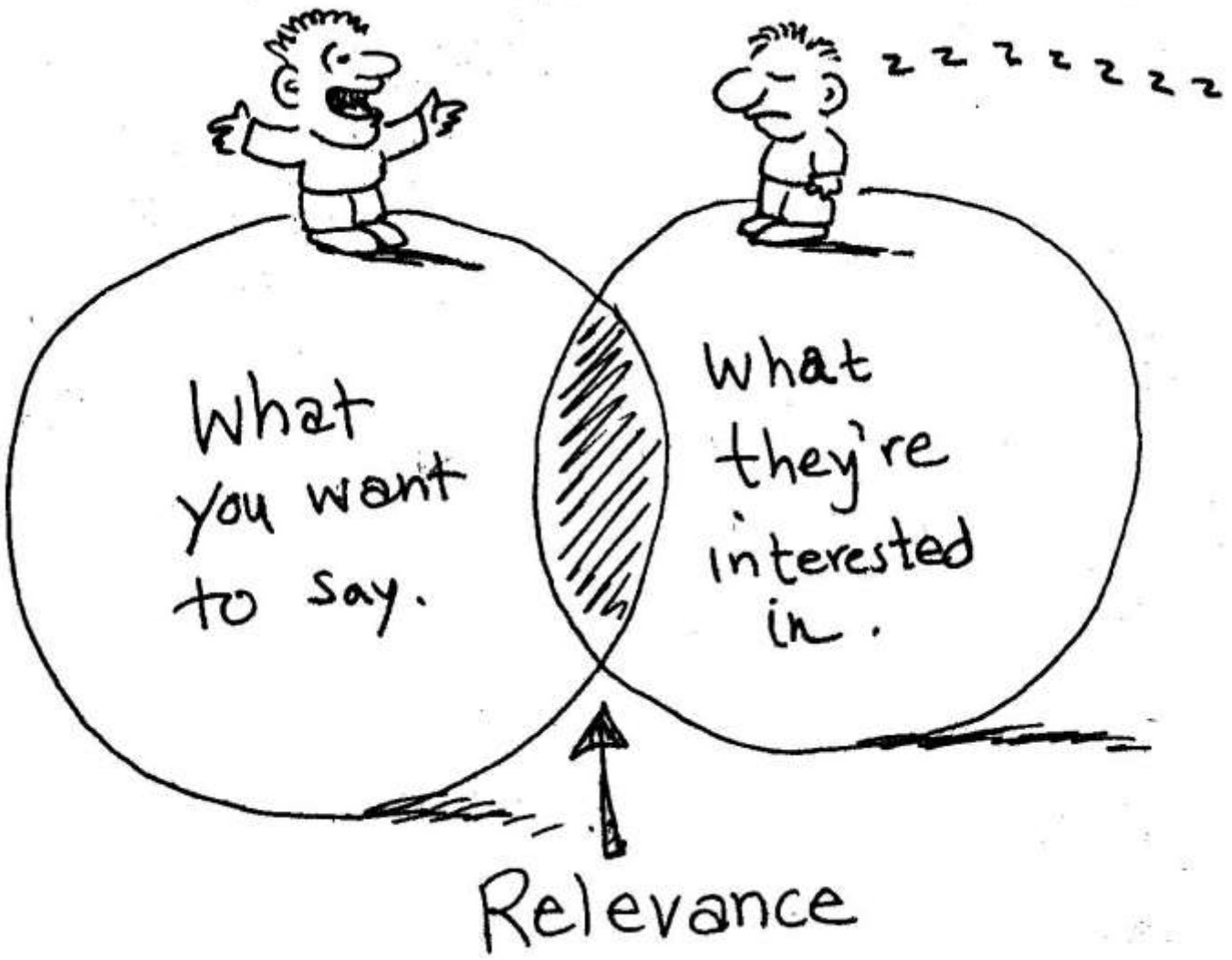
Mistrust of the Establishment

Continuous Turnover in Key Roles

Anonymous Claims

Stormy Weather

IT'S NOT ENOUGH TO BE RIGHT

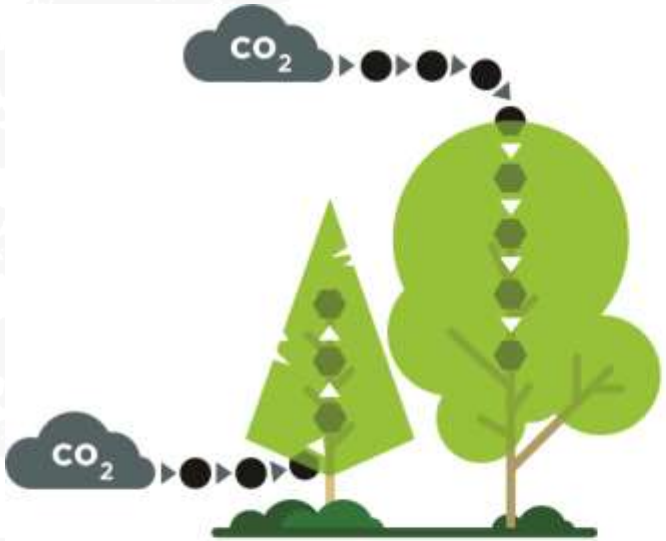


OUR SIMPLE NARRATIVE

Healthy markets for forest products

provide clean air and water, wildlife habitat and jobs.

HOW WE POSITION OURSELVES

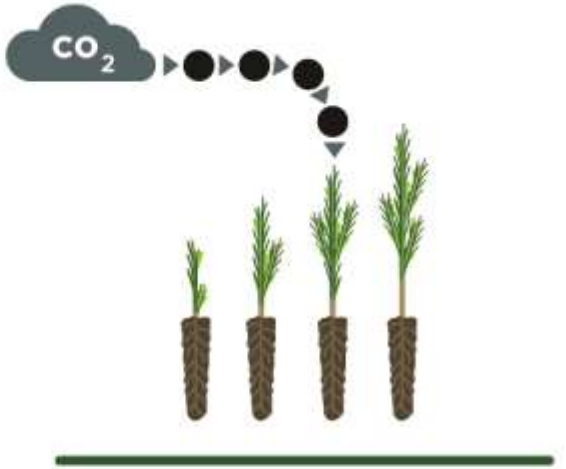


GROW

CAPTURE & CONVERT

HARVEST

STORE



REPLANT

RENEW & CAPTURE

WORKING FORESTS ARE THE MOST POWERFUL CLEAN-AIR TECHNOLOGY ON EARTH

THEIR STORY

MEET JEFF

Jeff Merkley has dedicated himself to fighting for **opportunity for Oregon's families**. The son of a millwright, he grew up in a **blue-collar** neighborhood where – as Jeff says – his mother "stretched a dollar as far as anyone possibly could." Jeff's top priority in the Senate has been **creating jobs** and laying the foundation for economic growth that benefits working families, not just the stock market.

"The core place I come from is that ordinary people need a champion."

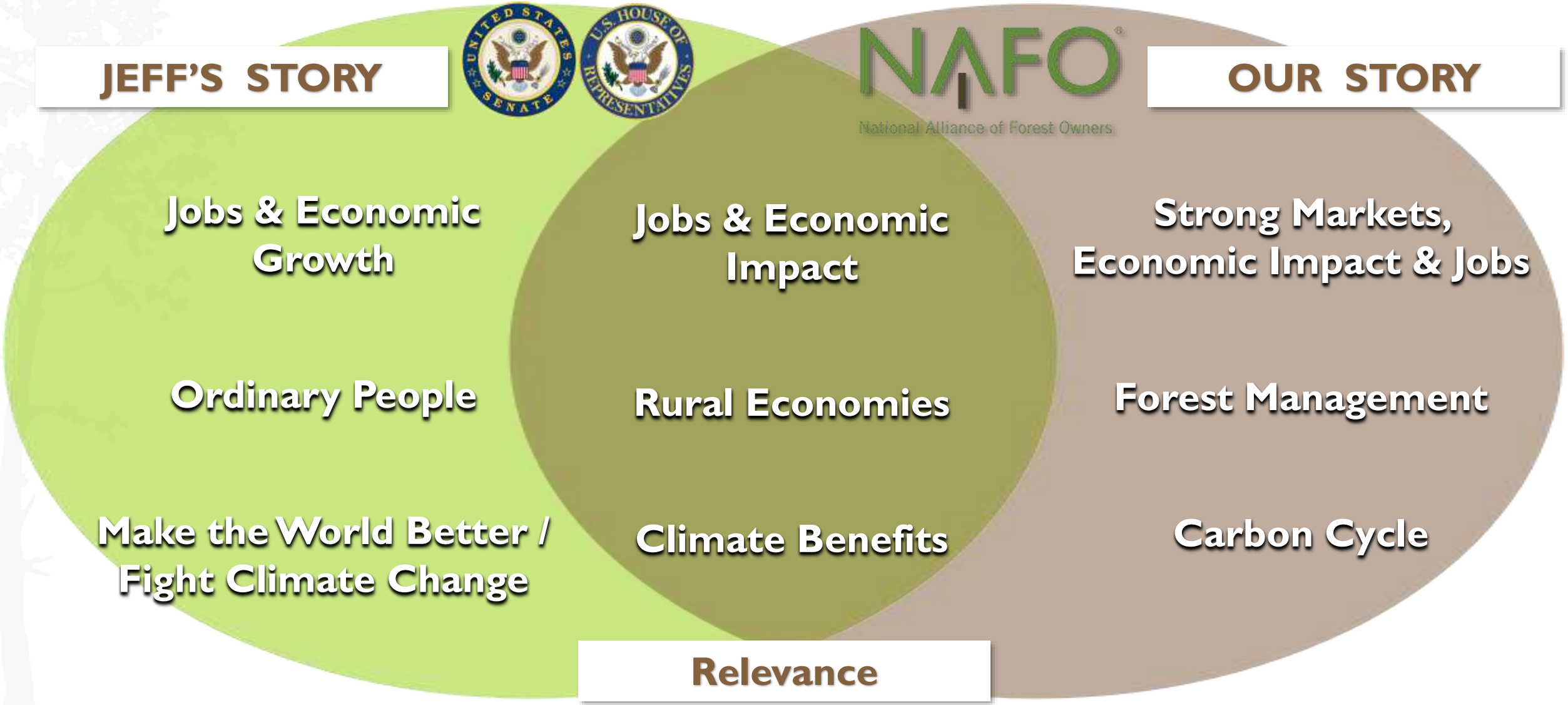
Jeff knows firsthand how important a **strong public education** system is to building strong families as well as a successful economy.

Jeff's work in the Senate is a continuation of a lifetime of working to **make Oregon and the world a better place**.

Jeff Merkley (D-OR)

NAFO

A COMMON STORY



MASS TIMBER

Framework Model
Courtesy of LEVER Architecture

The Loading Dock Boulder, CO
OZ Architecture

Albina Yard Portland, OR
Courtesy of LEVER Architecture

T3 Minneapolis, MN

NAFO

JOBS

ENVIRONMENT

MASS TIMBER: POLICY

STEEL AND CONCRETE ARE REACTING TO THEIR FIRST MAJOR CHALLENGER IN TALL BUILDING CONSTRUCTION.

Steel and concrete dominated tall building construction in the 19th and 20th centuries. Mass timber products are now a viable option for architects, developers, and communities.

LAYING FIELD

CONCRETE DOMINATE TALL BUILDING CONSTRUCTION. T PICK WINNERS AND LOSERS, BECAUSE IT DOESN'T THE USE OF ANY PARTICULAR PRODUCT.

not mandate the use of any particular product or promote a of choice." Without real competition in the marketplace, oncrete are the de facto "materials of choice."

oncrete have received far more from federal grants. teel and concrete have benefited from more than 500 nts totaling more than $109 million since 2008.

not duplicate any existing authority or checkoff programs. dity checkoff programs – including the Softwood Lumber rsoen by USDA – are funded by the industry. No taxpayer used. In fact, the concrete industry is seeking to establish ck-off program (H.R. 1046 and S. 374).

URABILITY ARE CRITICAL CONSIDERATIONS FOR ALL MATERIALS. THE INTERNATIONAL CODE COUNCIL (ICC) OT PROVIDE STANDARDS FOR SAFE CONSTRUCTION S TIMBER IF IT WASN'T PROVEN TO BE SAFE.

al properties of wood – high strength and light weight – allow er to fare well in high wind and seismic events. Even when o severe earthquake simulation tests, the structure showed l deformation. Watch a test at www.timberinnovation.org.

or is fire resistant. The steel and concrete lobby ly conflate the fire performance of traditional lightweight on (the framing of a home, for example) with that of mass ich is inherently more fire resistant.

TIMBER PRODUCTS EXCEED AFETY STANDARDS

the outside layer of a mass timber product chars and the inner wood, allowing the core to maintain its . When tested for fire resistance, a cross-laminated timber ed without failing for 3 hours, 6 minutes – more than an er than the highest 2-hour requirement of the ICC.

CHAR layer
HEATED zone
COLD wood

Fire Test

OVATION.ORG

THE TIMBER INNOVATION ACT

ENCOURAGING NEW DEVELOPMENTS IN WOOD: THE ORIGINAL BUILDING MATERIAL

Innovations allow us to build stronger, safer, taller wood buildings using high-tech or engineered mass timber. By encouraging innovations in building with wood – an abundant, renewable, and domestic building material – we can help architects, builders, and communities reduce their environmental footprint while supporting job growth, rural economies, and the sustainability of our nation's forests.

THE TIMBER INNOVATION ACT (TIA) ENCOURAGES RESEARCH, DEVELOPMENT, AND SUPPORT FOR MASS TIMBER CONSTRUCTION WHICH IS...

A WIN FOR ARCHITECTS, BUILDERS, AND CITIES

TIA provides designers and code officials with the research they need, helping to deploy more options for safe, durable, and efficient building construction.

A WIN FOR THE ECONOMY

TIA encourages investment in the manufacturing facilities needed to produce mass timber products domestically, bringing jobs to rural America, and stimulating the forest economy.

A WIN FOR THE ENVIRONMENT

TIA incentivizes the construction of buildings with a domestic, renewable resource that sequesters carbon.

LET'S LEVEL THE PLAYING FIELD AND GIVE MASS TIMBER PRODUCTS A FAIR OPPORTUNITY TO COMPETE IN THE MARKETPLACE.

LUMBER IS STACKED AND BONDED TO CREATE CLT

Cross-Laminated Timber (CLT)

Mass timber buildings are constructed using high-tech or engineered wood. The term "mass timber" includes several types of products for floor and wall framing such as cross-laminated timber, nail-laminated timber, glued-laminated timber, and structural composite lumber.

Nail-Laminated Timber (NLT)

Despite being safely used in Europe for decades, the United States is way behind in use of mass timber to construct tall wood buildings. CLT products were developed in Europe over 20 years ago but are relatively new to North America. TIA is the jumpstart needed to get tall wood buildings off the ground in the United States.

THE TIMBER INNOVATION ACT (H.R. 1000, S. 509)

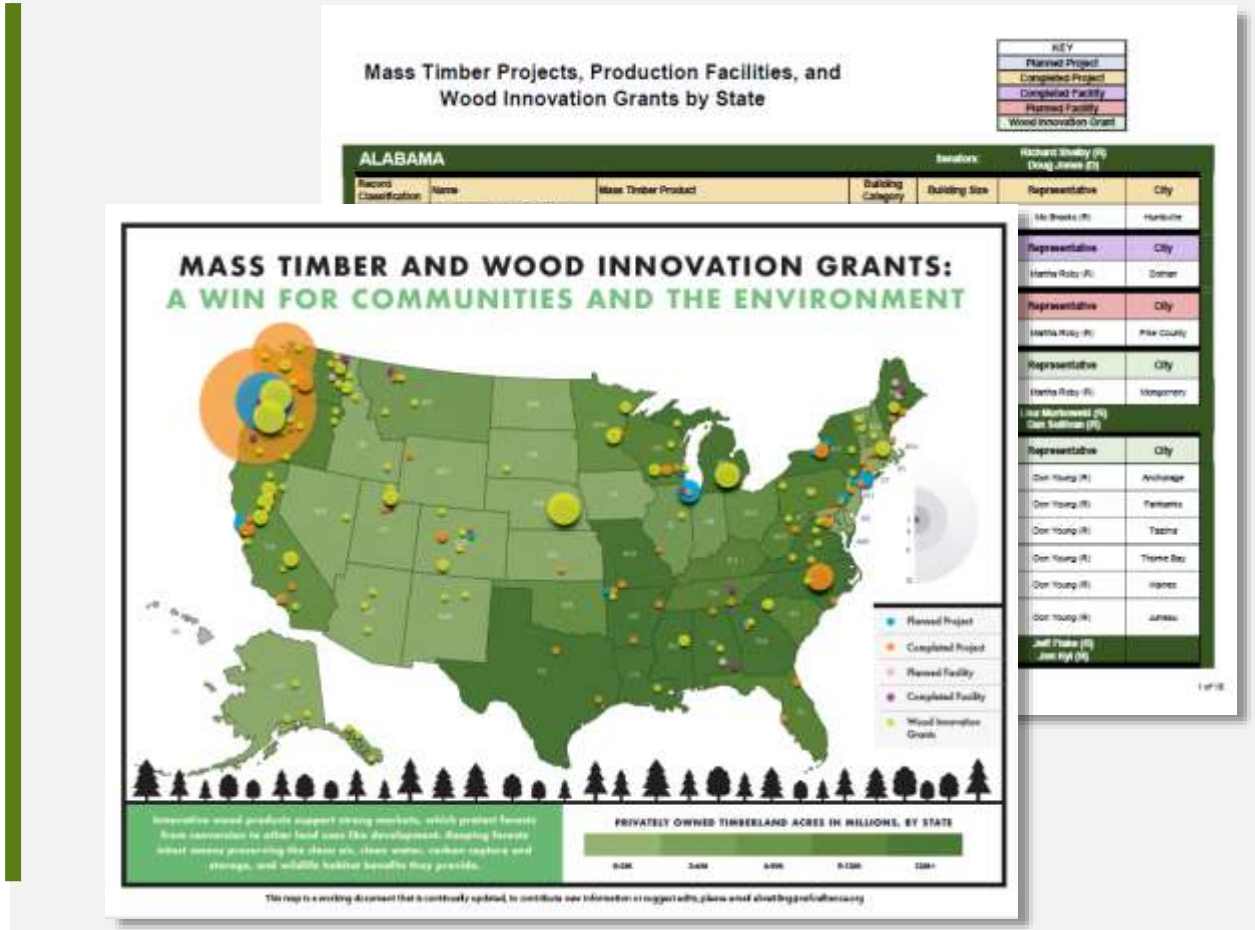
THE BILL DIRECTS THE U.S. FOREST SERVICE TO ACT ON THEIR MANDATE –

TO SUSTAIN THE HEALTH, DIVERSITY, AND PRODUCTIVITY OF THE NATION'S FORESTS AND GRASSLANDS TO MEET THE NEEDS OF PRESENT AND FUTURE GENERATIONS.

- Authorizes USDA, in cooperation with state foresters and state extension directors, to provide technical assistance to mass timber applications.
- Incentivizes the retrofitting of existing facilities to produce mass timber products in areas with high unemployment rates to spur job creation in rural areas.
- Directs existing federal grants for education, outreach, research, and development of mass timber products.
- Authorizes the Tall Wood Building Prize Competition to continue through USDA for the next five years.
- Directs the Forest Service to act on their mandate without creating additional cost to the taxpayer.

T3 Minneapolis, MN

WWW.TIMBERINNOVATION.ORG



Mass Timber Projects, Production Facilities, and Wood Innovation Grants by State

KEY
Planned Project
Completed Project
Completed Facility
Planned Facility
Wood Innovation Grant

ALABAMA

Senators: Richard Shelby (R), Doug Jones (D)

Record Classification	Name	Mass Timber Product	Building Category	Building Size	Representative	City
					Mo Brooks (R)	Huntsville
Representative					Martha Roby (R)	Dothan
Representative					Martha Roby (R)	Pike County
Representative					Martha Roby (R)	Montgomery
Representative					Don Young (R)	Anchorage
Representative					Don Young (R)	Fairbanks
Representative					Don Young (R)	Tazlina
Representative					Don Young (R)	Thorne Bay
Representative					Don Young (R)	Haines
Representative					Don Young (R)	Juneau

Jeff Flake (R)
Jon Kyl (R)

MASS TIMBER AND WOOD INNOVATION GRANTS:
A WIN FOR COMMUNITIES AND THE ENVIRONMENT

Planned Project
Completed Project
Planned Facility
Completed Facility
Wood Innovation Grants

PRIVATELY OWNED TIMBERLAND ACRES IN MILLIONS, BY STATE

RELEVANCE

Jeff Merkley (D-OR)

United States Senate
WASHINGTON, DC 20510

May 25, 2018

The Honorable Pat Roberts
Chairman, Senate Committee on
Agriculture, Nutrition and Forestry
328A Russell Senate Office Building
Washington, DC 20510

The Honorable Debbie Stabenow
Ranking Member, Senate Committee on
Agriculture, Nutrition and Forestry
328A Russell Senate Office Building
Washington, DC 20510

Dear Chairman Roberts and Ranking Member Stabenow:

We write to express our strong support for the inclusion of S. 538, the Timber Innovation Act (TIA), in the forthcoming 2018 Farm Bill. As you are aware, this bill enjoys a strong base of bipartisan support in both chambers of Congress.

The steps taken by S. 538 to promote the application of mass-timber technologies will assist the U.S. Forest Service in achieving their mandate of maintaining healthy, [illegible]oduction for years to come. By expanding the research and [illegible]s timber technologies and applications, the TIA presents Congress [illegible] to support the deployment of a proven-safe, domestic renewable [illegible] this important legislation will drive innovation in engineering as [illegible] economies with a new market and the tools necessary to achieve [illegible].

Importantly, use of mass-timber technologies does not sacrifice building safety or structural integrity. Mass timber has been used safely in Europe, Australia and Canada for many years and is fully aligned with International Code Council's model building code for up to six stories in the United States since 2015, with recommendations under review for buildings as tall as 18 stories by the end of the decade.

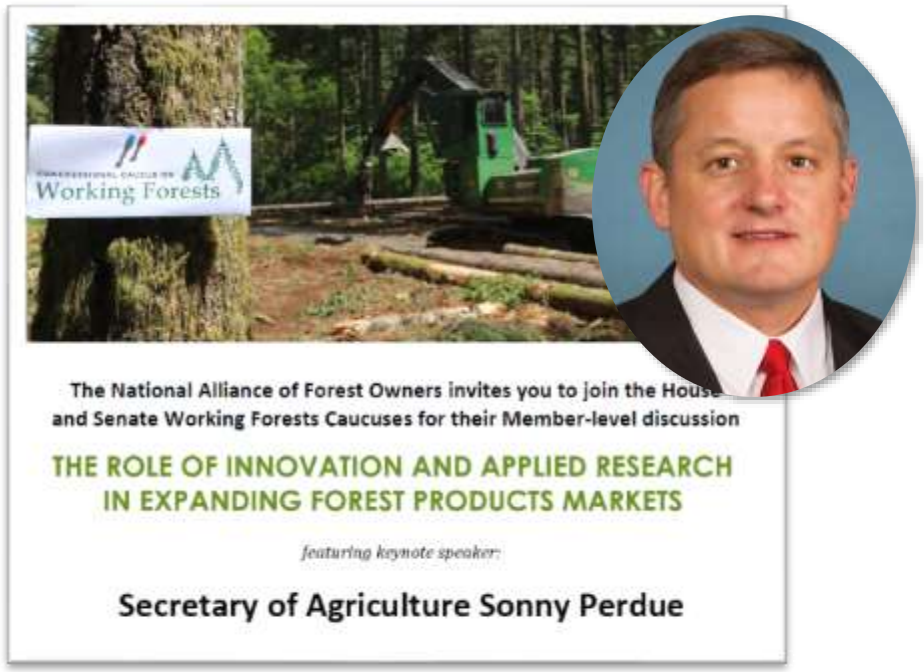
We greatly appreciate your consideration of our request and hard work on behalf of agriculture across the United States. The 2018 Farm Bill has the opportunity to be landmark legislation for America's forests and forest products industry, and we look forward to working with you on this important endeavor.

Sincerely,

Mike Crapo
United States Senator

Jeffrey A. Merkley
United States Senator

BUILDING ENTHUSIASM



NAFO

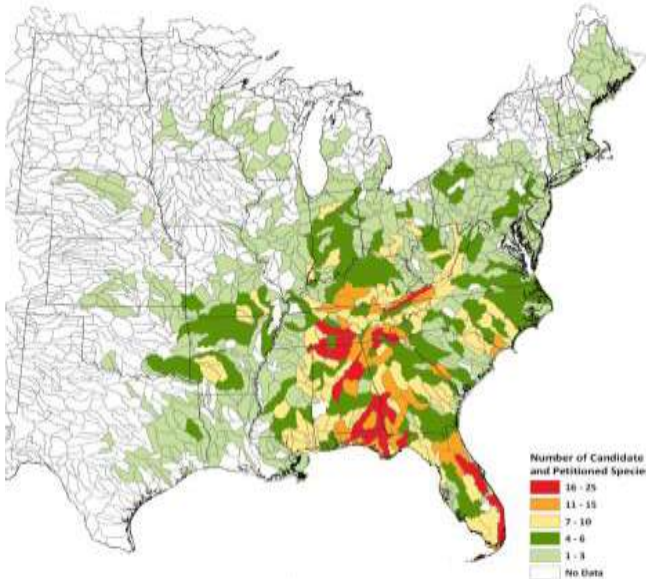
IF WE DON'T TELL OUR STORY SOMEONE ELSE WILL

"CLT isn't a form of construction, It's deforestation pure and simple."

NAFO

OUR STORY: WILDLIFE CONSERVATION INITIATIVE

500+ USFWS
Listing Petitions



SCALE

CERTAINTY

COLLABORATION

FEDERAL AGENCIES

STATE AGENCIES

FORESTRY COMMUNITY

NGO COMMUNITY

WHY?

HOW?

WHO?

NAFO

THEIR STORY: CONSERVATION WITHOUT CONFLICT

- ✓ **Collaboration for mutual benefit**
- ✓ **Working landscapes**
- ✓ **Nationwide strategic partnership based on trust**
- ✓ **Creative nonregulatory solutions**
- ✓ **Real conservation at scale**

NAFO

RELEVANCE

COLLABORATION

TRUST

IMPACT

SUSTAINABLE FORESTRY INITIATIVE

NCASI

NATIONAL FISH AND WILDLIFE FOUNDATION

American Forest Foundation

NATIONAL WILDLIFE FEDERATION

The Nature Conservancy

EDF ENVIRONMENTAL DEFENSE FUND

NAFO

Forest LANDOWNERS

THE CONSERVATION FUND

WILDLIFE MANAGEMENT INSTITUTE ESTABLISHED IN 1911

NatureServe

Theodore Roosevelt Conservation Partnership

NAFO

REGION 1
PACIFIC
REGION 6
MOUNTAIN
PRAIRIE
REGION 3
MIDWEST
REGION 5
NORTHEAST
REGION 8
PACIFIC
SOUTHWEST
REGION 2
SOUTHWEST
REGION 4
SOUTHEAST
US FISH & WILDLIFE SERVICE
ENDANGERED SPECIES REGIONS

IMPACT

NAFO

A NEW CHAPTER IN COLLABORATIVE CONSERVATION

NAFO

TAPPING INTO HUMAN ALGORITHMS

Confirmation Bias

Curiosity

POWERFUL TOOLS TO BUILD RELEVANCE

WORKING FORESTS: VIRGINIA

FOREST OWNERSHIP IN VIRGINIA

PRIVATE 13,213,381 (85.9 %)

PUBLIC 2,174,730 (14.1

NAFO MEMBER COMPANY ACRES: 803,579

PRIVATELY OWNED FORESTS IN VIRGINIA SUPPOR

90,678

JOBS

In Virginia, NAFO member companies support 5,515 jobs.

$3,742,320,969

PAYROLL

In Virginia, NAFO member companies support $227,591,299 payroll.

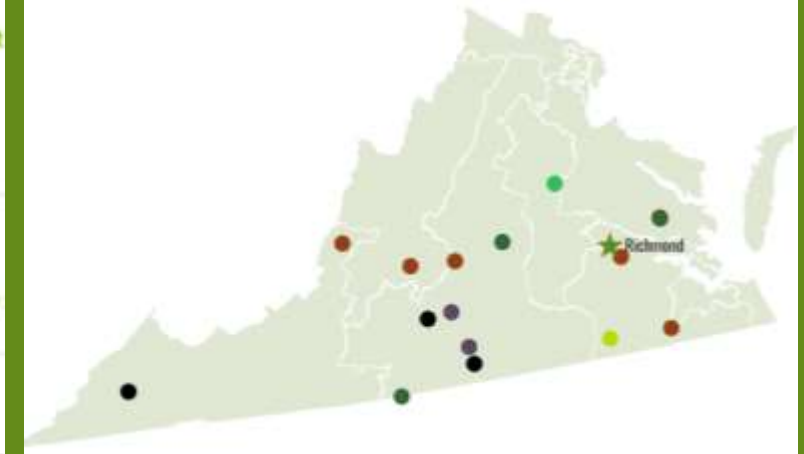
$9,658,722,090

SALES & MANUFACTURING

In Virginia, NAFO member companies support the economy driving $587,400,472 in sales and manufacturing.

FOREST PRODUCTS MANUFACTURING FACILITIES IN VIRGINIA

ONLY THE MAJOR FACILITIES OF EACH TYPE ARE SHOWN HERE.
ROLL OVER THE KEY BELOW TO SEE THE LIMITS SET FOR EACH FACILITY TYPE.



WORKING FORESTS: VIRGINIA

ACREAGE AND ECONOMIC INFORMATION: AT-A-GLANCE

VIRGINIA OVERVIEW	ACREAGE	JOBS	PAYROLL	SALES & MAN
NAFO	803,579	5,515	$227,591,299	$587,400,472
Private	13,213,381	90,678	$3,742,320,969	$9,658,722,09
Public	2,174,730	3,204	$132,228,005	$341,273,120

SEN. TIM M. KAINE (D)

- Currently serving 2nd consecutive term
- Next Election: 2024

MEMBER HIGHLIGHTS

- No bio highlights to display

ISSUE LEADERSHIP

Biomass

- Signed the Senate Biomass Letter to USDA, EPA, DOE.

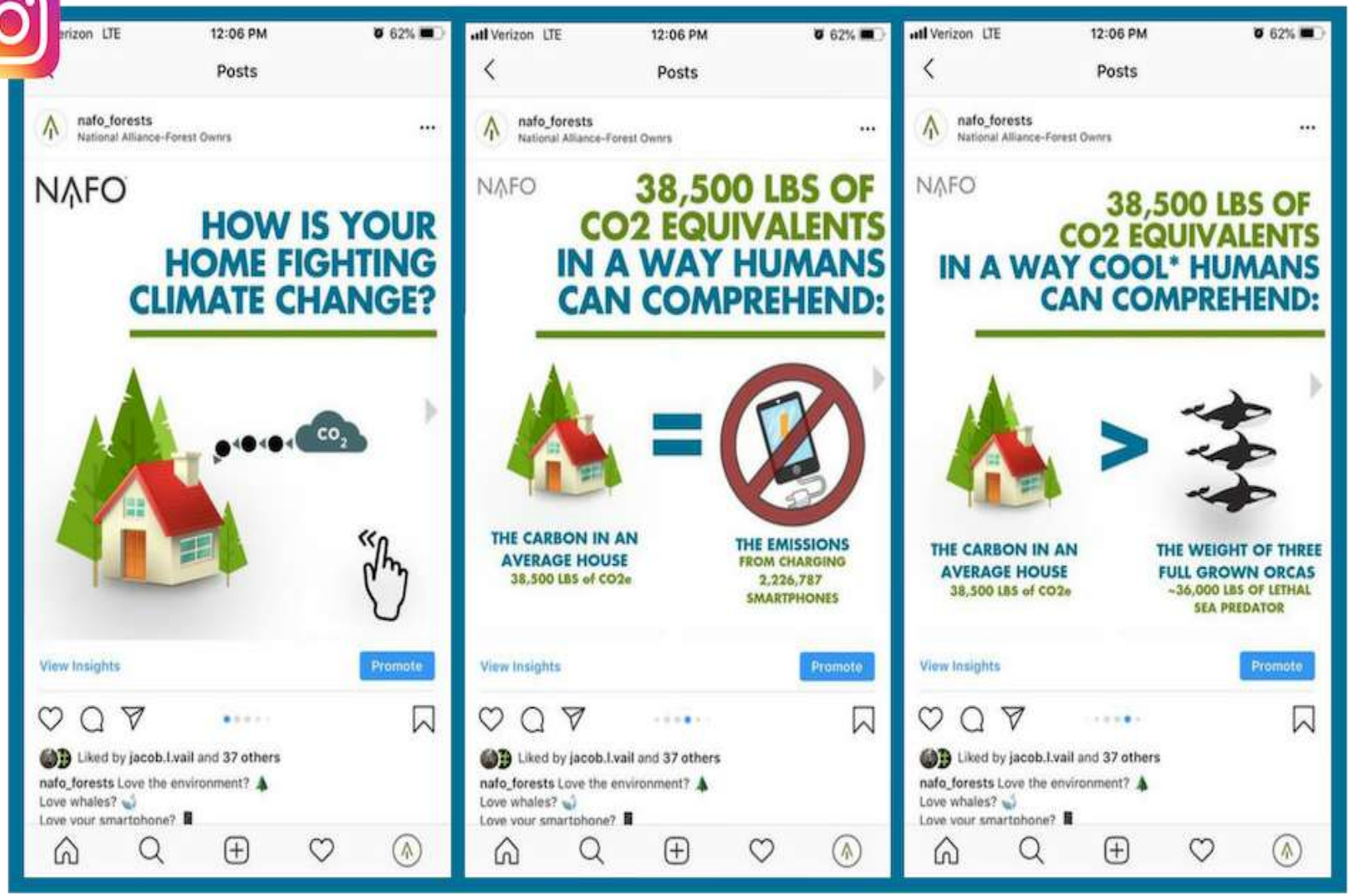
NAFO

FISH WHERE THE FISH ARE

The Washington Post

POLITICOPRO

RELEVANCE AND LEVITY



WILL WE EVER REACH NIRVANA?

QUESTIONS?

NAFO
National Alliance of Forest Owners