

The primary mission and purpose of Vermont WoodNet is to address the needs of the Vermont woodworking community and all those in it, professional, amateur and academic, WoodNet members and non-WoodNet members, by maintaining a network of communications, creating and sponsoring educational programs, workshops and symposiums, providing FSC certification assistance, and generally expanding opportunities and effectiveness for all those involved in the creation of “Vermont Made” products, the sustainability of forest resources, and the maintenance of a healthy environment.

## Quarterly Meeting held at Northend Hardwoods

Six years and one day after our last meeting there Vermont WoodNet returned to Northend Hardwoods for a quarterly meeting. The attendance at the meeting was the largest we have had, giving testament to the quality of the presenters and the interest in the topics they covered. While each of the 8 presenters easily could have enlightened us for an hour or more on their topic, they did an excellent job of summarizing their topic in only a few minutes.

The presentations followed a progression from Vermont forests to land use to cutting the boards to drying them



in a solar kiln to locally made Tung Oil Finishes to global, regional and native woods in furniture making to the announcement of a new waterborne color system of zero VOC wood finish. We would like to thank our presenters for an outstanding program: Bob DeGeus, Vermont Forests and Parks; Marshall Webb, Shelburne Farms; Gerald Bouchard, Charlotte sawyer; Dale Bergdahl, Plant Technologies, LLC, Mary Sutherland, Sutherland Welles, Adam Tanych, Northend Hardwoods; Bruce Beeken, Beeken Parsons, Inc.; Andrew Meyer, Vermont Natural Coatings.



Some “small” slabs at Northend Hardwoods

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**Editor’s note:** Beginning with this issue of *Building Connections* we will profile some of our members. With over 70 members it will take a number of issues to do a story on each of us. We will try to include multiple member profiles in each issue. I suspect that the most difficult part of this project will be to get our members to provide information for their profile. If you would like to be featured in an upcoming issue just send me your information. Or, just let us know you are interested and one of the board members will call and interview you. Heck, we may call you even if you don’t!

Who better for our first profile than the long-time Chairman of the WoodNet board, Bob Bouview. See page 2.

## Profile

### Bob Bouvier

#### Chairman of the Vermont WoodNet Board

I am a native Vermonter and attended UVM where I received a BSME. I worked in industry for 30 years in engineering and engineering management. I started woodworking over 45 years ago. We needed work done around the house and we needed furniture and we had little money to buy these things. Necessity became the mother of invention.

Over the years I was able to learn from other woodworkers-some master crafts people. I was also fortunate to be able to take classes at Yestermorrow Design/Build School and Shelburne Crafts School - both had some spectacular teachers.

My first piece of furniture was a cradle for my son. It was made from a packing crate with only hand, no power tools. That is all I had and no money to buy anything else. We still have the cradle and it has been used by my children, grandchildren and nieces and nephews.



Having 4 children, all of whom are married now, and 10 grandchildren, I have had the opportunity to build just about anything from wood for one or more of them.

Woodworking was a part time hobby until 16 years ago when I retired from industry. I then opened my fully stocked woodworking shop to outside jobs and began doing this full time. Full time has often been 60+ hour weeks - so much for being retired.

I have been fortunate to be able to do only custom work. Over the years 60% or more of my business has been for churches and libraries. They have unique needs for sure.

The last two years I have built many prototype parts for a toy manufacturer and for a furniture manufacturer - also quite interesting work.

I have been a Vermont WoodNet board member since its beginning-early talks and discussions in 1999.



I have recently downsized my shop by selling some tools and have decided to do less physically demanding jobs - smaller items. After two careers of 30 and 16 years each, maybe it's really time to slow down a bit????

I still enjoy teaching adults and young adults woodworking. I believe that the quality of woodcraft here in Vermont is excellent and I want to see it continue in the next generations after folks like me really do close our shop doors for good.

## Vermont Statehouse Chair Project

In 2002, Vermont WoodNet with the participation of 26 of its members designed and delivered two conference tables to the State of Vermont for use in the Governor's Executive Conference Room. See the December 2010 newsletter for more info.

At that time, there was discussion about also replacing the 14 chairs in the conference room with chairs made in Vermont by Vermont crafts people. That time has come.

The thought is that the process that was used to produce the physical tables and their design was a collaborative project and that the chair project would be the same. That would be from design to build and delivery. Those interested in collaborating on either design or build or both should contact Bob Bouvier, 863-5644, wdubelieve@aol.com.

The hope is that once a design is done/approved by the state that we could get a chair built in each of the 14 counties in Vermont by a crafts person in that county. Each chair would also carry the county name so that in use in the Governor's Executive Conference Room, with the tables, also built by Vermont Crafts people, all parts of the state would be represented.

This is an exciting project and will result in a formal presentation to the Governor and will be accompanied by a plaque in the conference room with the names of all those participating in the project. The wood for the project has been donated. It will be mostly ash with an elm crest rail. The major milling of the parts will be donated. The individual effort needed will be in design and hand/assembly work on each chair. When all 14 are done, they will be all finished at the same time to ensure consistency.

This is a great opportunity to be part of a high profile lasting woodworking legacy for Vermont. Please call/email and get involved.



Chairs in the conference room need to be replaced

## Table Top refinishing

Beginning in the fall of 2001, Vermont WoodNet and 26 of its members began work on two tables made from the last elm tree that was planted on the State House lawn in the 1850s. It died and needed to be removed. The wood was salvaged and some was used to build the tables.

The project took over a year for the wood to be milled and dried and the table design to be completed and iterated with the appropriate Vermont State individuals and agencies. Since that time, the tables have resided in the Governor's executive conference room on the 5th floor of the Pavilion Office Building. They are frequently front and center for televised news conferences. The tables are also used for many meetings and state functions for businesses and state and government representatives.

Over the eight years since their delivery, the tables heavy use has caused them to look less sparkling than they could considering the history of the lumber and the skill and craftsmanship of those 26 businesses that participated in their creation.

For that reason, the table tops will be removed in April and transported to Northend Hardwoods in Lyndonville where they will be wide-belt sanded. They will then go to Vermont Natural Coatings in Hardwick where they will be hand sanded as necessary and finished with their finishes

The tops will then be returned to Montpelier and reattached to the table bases.

This effort will take some people power. If you are at all interested in being part of history and the re-furbishing of the tops, please contact Bob Bouvier, 863-5644, wdubelieve@aol.com. We can use all the help we can get.



Visible warping of the table tops

## The 501c3 story

by Russ Fellows

A couple years ago the WoodNet Board met to ponder its possibilities and options for the future. It was recognized that if it was to survive as a viable organization, it would have to reinvent itself and its mission. Following the closing of the Maplewood Gallery our membership had dropped from a high of over 150 to well under half that number. Clearly, a new direction was needed! With input from board members, several with experience in organizations that were tax-exempt, it was determined that in order for WoodNet to open up new funding opportunities to support new initiatives, it would have to apply for 501c3 tax-exempt status. While we had been able in the past to obtain grants (mostly from the USDA and its component agencies) to fund our activities as primarily a trade organization, to obtain access to the much larger pool of grant money available, we would have to become a non-profit with a charitably oriented mission statement, which for us logically meant creating educational opportunities that would help our membership, as well as the greater woodworking community.

Since I had had no experience in applying for any tax status designations, my first step had to be to talk to someone who had. For me that meant an old friend who had just ended a long legal practice to sit on the probate bench. We were in the habit of meeting regularly for breakfast, now mostly to swap stories about our growing roster of grandchildren, but he was happy to share some of his experiences in helping clients over the years. He also was kind enough to bring me a copy of the rather daunting form to fill out, all 30 or 40 pages!

In looking over the paperwork, I realized I would need more of WoodNet's historical information than I had. To accomplish this I needed an "audience" with the other board members, particularly those who had been involved during the early and formative years, which was before I had joined as a member, or later been asked to serve on the board. This was easily accomplished after one of our regular board meetings and I made many pages of notes that would form the narrative that would accompany the application form. It was also necessary to ask our treasurer to go through our records, both for

the whole organization, and the defunct Maplewood Gallery, and compile five years-worth of data, which was what the IRS requires in evaluating this type of application. As a final step, before filling in all the spaces staring back at me, I spoke to some other organizations who had successfully navigated these waters for tips and ideas about how to proceed.

Once I had everything compiled and collected it was a relatively easy job to transcribe it all into the form. I was relieved to find that many of the pages of the original application form did not apply to us and could be discarded. In final iteration it was more like twenty pages plus all the organizational legal documents. The first page of a 501c3 application is actually a checklist of everything else that must be filed with the application like articles of incorporation and any amendments, bylaws, certificate of good standing from the Vermont Secretary of State, and of course, the all-important application fee, which has its own caveat! If the application was not received by a certain date, the fee would be tripling!

As one final check, I took the entire package to a board meeting to ask each board member to review it, particularly the narrative description of the history of WoodNet, to be sure it presented a snapshot of the organization to the I.R.S that they had in mind. It did, and it was sent off the next day, certified mail to an address in San Diego! An acknowledgment was received soon after and there was nothing left for us to do but wait.

Several weeks later we heard back from them.....REJECTION! It was a big disappointment of course, but accompanying the refusal was a very specific list of what was needed to bring it all into compliance. It was their feeling that even though we had stated very clearly in our narrative that we intended to shift from a trade-based organization to an education-based one, in their eyes, our website and various legal documents did not reflect that intent. It was then incumbent on us to make these changes, which we promptly did. They provided us with very precise wording to use in amending our Articles of Incorporation, as well as suggestions for changes to make to the website so it would accurately reflect our newly defined mission. Their big problem with the website was that there were still references to the

Maplewood Gallery, i.e., a trade endeavor, not an educational one (although we sure did learn some lessons with it!) After re-certification of the paperwork from the Secretary of State, off it all went, and in a letter dated September 10, 2010, we were notified that we had been granted 501c3 tax exempt status!

Short conclusion of our experience: Firstly, the Fed's really appear to be trying to make the process as seamless and painless as possible. Although at first view it appears to be a very daunting thing to go through, it actually is logical and straight forward. To make it a bit less frustrating for the applicant, each application is assigned to an agent and that agent stays on the case through the entire process. This can be huge if there is a lot of back and forth through the process (as there was with us), as it is not necessary to "re-educate" a new agent each time there is communication. And finally, it is a good deal easier to apply for tax exempt status if you are a new organization, because you then do not have the burden of proof to convince them that you are serious about making the changes you are proposing. This was really why our journey to get there was as convoluted as it ended up being.

But.....it is over, and we are now working to implement our new organizational mission of helping our membership grow, and be greener, through education.

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## **Vermont Woods Studio Launches BareNakedBusiness Video Blog**

When a customer comes into your workshop they can see, touch and experience your furniture in a very personal way. They can chat with you - the creator, and develop a bond that will carry through from you to the furniture you're going to make for them. Your personal touch and the customer's memories of that adds tremendously to the value of your furniture. All that is missing with an online sale to someone who's in California so somehow we have to compensate for it.

At VermontWoodsStudios.com we're always trying new ideas in an effort to bring long distance customers into the world of Vermont handmade furniture. One way we're hoping to ease the anxiety over investing in Vermont furniture without the benefit of seeing it in person is through a new video blog, called BareNakedBusiness (<http://barenakedbusiness.org>). Here we pull back the curtain and share the inside scoop about who we are and what we're trying to do at our online furniture store. So far, we've focused on what goes on in our little administrative office (in my house) but we'll soon be branching out and sharing photos and video clips of Vermont woodworkers in action. If you have images or video you'd like to share, give me a call (802-275-5174) or shoot me an email at [peggy@VermontWoodsStudios.com](mailto:peggy@VermontWoodsStudios.com). I'll work them in to future video blogs.

The video blog isn't designed to be only for customers. My other intent is to have a place where small business owners can candidly share ideas and experiences and have some fun laughing at all the preposterous things we're forced to do to make our business run on a shoestring. Stop by [BareNakedBusiness.org](http://BareNakedBusiness.org) and join the mayhem.

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### **Consortium Seeks to Advance Innovation Among Region's Wood Products Manufacturers**

In late 2009, Sustainable Forest Futures (SFF) – a non-profit organization based in Concord, NH – launched the Regional Wood Products Consortium to facilitate innovation and market access to enhance the economic competitiveness of the wood products manufacturing industry across a four state region covering Vermont, New Hampshire, Maine and Northern New York.

SFF relies on the partnership of several statewide and national trade associations to implement the Consortium. Partners include the Vermont Wood Manufacturing Association, Wood Products Manufacturing Association, Maine Wood Products Association, New Hampshire Timberland Owners Association, and the Empire State Forest Products Association. The leaders of these associations serve on the SFF Board of Directors.

Currently, the Consortium is engaged in its first major activity of 2010 and 2011 to spark innovation among the region's wood manufacturing industry by conducting a series of affordable, one-day innovation workshops for leaders of small to medium sized wood products manufacturers. Experts with specialized knowledge and practical experience are brought in by SFF, to interact with participants in a small group setting in various locations throughout the region. Past presenters have included faculty from Virginia Tech's Department of Wood Science & Forest Products, experts from Dovetail Partners, Inc. – a Minneapolis-based think-tank for the wood products industry, and various other specialists.

In the first full year of operation, the Consortium has delivered three workshops repeated in five locations (15 in all) focused on innovations in marketing, technology, and lean manufacturing. The workshops were well attended by representatives of 91 wood products companies, with many coming to more than one or all three sessions.

“A key component to the Consortium is the technical and financial assistance being offered following a workshop.” said Collin Miller, SFF's Director of Wood Products Initiatives.

Miller is helping workshop participants pursue their interests and providing resources to get them started.

Types of follow-up activities have included web-site overhauls, business planning and marketing consultations, specialized training programs, and providing un-biased information prior to purchasing woodworking machinery, to name a few.

“It takes a lot for a company of two people to turn off the machinery long enough to focus on business strategy.” said Joel Currier of Currier Forest Products in Danville, VT. “With our limited resources, the outside help is much appreciated.”

The Regional Wood Products Consortium will continue its series of Specialized Innovation Workshops in 2011 with the following events Mass Customization, Speed of Delivery and Customer Service as a Business Model and Enhancing Economic Competitiveness through Going Green. More information on upcoming events links to previous workshop content and additional resources may be found at [www.foresteconomy.org](http://www.foresteconomy.org).

## 8 Things the Internet Has Forever Changed About Running a Business

By Josh Stailey, *The Pursuit Group*

We spend most of our time helping clients optimize their marketing and selling performance in the wake of changes made possible by technology, particularly internet technology.

Whether driven by the opportunity to become significantly more effective and efficient, or the fear that competitors will replace them if they don't, the companies we work with understand that they are in the midst of a game-changing transformation; one that has taken less than a single generation to turn upside-down much of what they knew.

We thought it would be useful to examine a few of the things about marketing and sales that the Internet has forever changed (no wishing that it's all just a fad):

### Change #1: Who leads the seller-buyer dance .

Sellers used to control the product/service information and could control what, when and how much to release to prospects. That guaranteed that salespeople would get face-to-face interaction with buyers. But now, the Web has let the genie out of the bottle, and he's granted buyers more access to information and power than ever before.

That means purchasers can go far deeper into their buying cycle before they need to connect with prospective vendors. So sellers that load onto their website decision-support data—the kind of information traditionally reserved for face-to-face discussions between prospects and their sales force—will have an advantage over those who don't. While you may not get all the way to a sale via your Website, the site must offer enough depth and detail to satisfy the buyer doing their due diligence. Otherwise, you lose the business to the browser's "back" button.

### Change # 2: The fixed sales cycle is dead.

A standard element of Sales 101 was learning that the sales cycle went like this: "First-the-lead-is-qualified-then-the-capabilities-intro-followed-by-relationship-building-and-hopefully-the-business-or-at-least-be-on-the-short-list." Google killed that. Today, most buyers use Web search to help define the problem, then find solutions, then find vendors that can support the

solution. Then they narrow the vendor list, based on what they learn online.

That's why today's effective sales cycles are fluid processes designed to match the prospect's buying cycle. So, sellers must have the flexibility and tools to identify where the buyer is in their cycle and adjust accordingly.

### Change # 3: The discovery stage of the sales cycle is better and easier than ever.

Thankfully, the web has also made it easier to know what's what and who's who. Savvy marketers and salespeople use a host of Web-based applications to understand the prospective company, and its needs, culture and people. They use [Gist](#) or [Xobni](#) for continual updating of customer and prospect activities visible on the Web. They connect with services like [Birst](#) to sift through mountains of data for marketing/sales insights. They subscribe to services like [Google Alerts](#) to let them know if things pop up on the Web about any organization (including their own). They use Manta to find free information about just about any company that exists.

Note several important aspects of these capabilities: None existed 15 years ago. Similar services at that time cost a fortune and took weeks to deliver...and the capabilities listed above are both instantaneous and free (at least in a basic form).

### Change #4: You can no longer manage what outsiders learn about your company.

Google your company name, or search for it on Twitter and Facebook, and you'll likely see customers making comments on review sites, tweets about experiences with your company, or even blog contributions by your own employees.

The Web is a vast open conversation; and—just like you can't control what people say over the water cooler or at happy hour—you can't muzzle it. Moreover, trying to stifle conversation is a sure way to expand it exponentially (see how [Nestle's attempt](#) to limit commentary on their Facebook page blew up into a major brouhaha.

### Change # 5: Distance no longer matters.

Customers, vendors, partners, and even staff no longer have to be close. Now that proximity can be replaced

by FTP, next day delivery and a video conference, buyers can find and research sellers regardless of location. They are completely comfortable buying from wherever they can get the value they need.

This is a Yin & Yang issue...you can get a new customer in Peoria, but at the same time, an unknown competitor in Seattle can target your customers. The advantage goes to companies that manage conversation and delivery in a way that makes distance disappear.

#### **Change # 6: Size no longer matters.**

Only large companies used to have the wherewithal or infrastructure to sell outside their geographic area. But with a good website, a strong internet presence and savvy marketing, small companies can compete like never before.

This means web visibility—via strategies like Search Engine Optimization (SEO) and Search Engine Marketing (SEM)—is absolutely critical. But the skillset to pull that off effectively may not be found in the internal marketing team, so be prepared to train or outsource.

#### **Change # 7: Two-way communication is required.**

Gurus like [Don Peppers & Martha Rogers](#) have been stressing the need for customer dialog for almost 20 years, but the real change comes from customers themselves, who represent the first wave of a new generation of conversation-driven decision-makers. For today's net-savvy prospects, here's how common communications tools stack up:

- 800 numbers with a recorded message: **FAIL**
- 800 numbers with a knowledgeable person who is empowered to act: **WIN**
- Marketing-driven website with no decision-support content: **FAIL**
- Website I can use to decide which vendors get on my short list: **WIN**
- E-mail marketing campaigns designed to constantly keep your name in front of me: **FAIL**
- E-mail campaigns with linked content that helps me learn and decide: **WIN**
- Sales cycles that require a salesperson to call me as soon as I become visible: **FAIL**

- Sales cycles that give me every opportunity to reach out for more information: **WIN**
- Relentless shilling via social media (including almost every corporate Twitter account out there): **FAIL**
- Relentless monitoring—and appropriate responses—via social media: **WIN**

In short, put resources into real dialogue-driven marketing. Reach out, and be prepared to respond in unexpected ways.

#### **Change # 8: Digital tools make the tactics of smart marketing and selling far easier to do .**

From the time The Pursuit Group started in 2003, one of our mantras has been that, in order to outsell your competition, you needed to “out-connect” them to prospects. This meant leveraging the power of technology. Since then, we've helped companies:

- Accelerate their understanding of specific customer needs and use that understanding to develop valuable solutions.
- Utilize tools that ensure the right marketing and sales actions are applied to a given prospect or customer.
- Provide online collaboration spaces where company engineers work with customers to collectively design new products
- Identify ways to use online behavior to predict when prospects are close to buying.
- Build content management systems (and relevant content) that cut workload by 80% while providing faster-than-ever response times.
- Implement proposal and RFP automation to not only cut resource costs dramatically, but boost sales productivity as well.

The point: These customer-connectivity and productivity-boosting steps—and a host of others—were not possible 15 years ago. The technology was either unavailable or unaffordable. Now, they are within reach of anyone with an internet connection.

While most companies have thought about how these factors impact the marketing and sales efforts of their business, turning that thought into real action is not as universal. We hope they—and you—realize that not only is this transformation far from complete, but that it is picking up speed.

Want to share your thoughts about how your marketing and sales changed? Join the conversation at <http://blog.thepursuitgroup.com> .

**About the Author:** Josh Stailey is a co-founder of [The Pursuit Group](#) , a company dedicated to helping small, innovative businesses grow and thrive in the midst of large, entrenched competition. Josh has started several companies, served as a consultant at the pioneering customer relationship firm Peppers & Rogers Group, and worked “on the ground” developing and launching marketing, sales support and customer care programs in a wide range of industries, including manufacturing, finance, healthcare, high technology, retail, utilities and agriculture.

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# Press Release

## New Zero VOC tint system gives reason to switch

FOR IMMEDIATE RELEASE

JANUARY 6, 2011

Hardwick, Vermont. - Vermont Natural Coatings answers call for a complete waterborne system with the introduction of Woodtone Series Concentrated Tints. An increase in consciousness of health and environmental issues coupled with the desire for premium products have created the need and demand for VNC's new waterborne color system.

"Woodtone Series Concentrated Tints offer the color you want with the durability and safety you need." said Andrew Meyer, founder and president of Vermont Natural Coatings. "Now a complete waterborne system, PolyWhey® gives more options with the same superior appearance and durability for nearly every wood finishing application."

Adding to the success of VNC's premium whey-based wood finishes, the Woodtone Series gives homeowners, professionals and woodworkers reason to make the switch to PolyWhey. The Woodtone Series Concentrated Tints are color rich, fade resistant that transform the look of wood surfaces. The tints mix quickly and have superior colorfastness, ensuring consistent tone throughout the project. With zero VOC content and no flash point, Woodtone Series Concentrated Tints provide safe, professional color during and after application.

PolyWhey's patented formulas have rivaled long-trusted oil and lacquer based counterparts in safety, appearance and durability, but now has the ultimate advantage by having more control over the final appearance of a project and job.

Golden Oak, Cherry, Cordovan, Oil Tone, Dark Walnut, Early American, Ebony and Fruitwood make up the colors of the Woodtone Series Concentrated Tints and are available in 4oz containers.

## VNC's Woodtone Series Concentrated Tints. Rich tints to transform the look of your wood.

Vermont Natural Coatings Woodtone Series Concentrated Tints are color rich, fade resistant and will transform the look of wood surfaces. These tints mix quickly and have superior colorfastness, ensuring consistent tone throughout the project. With zero VOC content and no flash point, Woodtone Series Concentrated Tints provide safe, professional color during and after application.

### Characteristics:

- Instant dispersion
- Excellent transparency
- Stays in suspension

### Recommended uses:

Mix with clear PolyWhey® interior wood finishes to achieve desired color or to match ready-to-use PolyWhey Furniture Tints on interior wood surfaces. PolyWhey is the next generation of polyurethane, a truly waterborne wood finish that meets the highest professional and environmental standards.

### Application:

Suggested mix ratio is 4 oz per gallon of PolyWhey. May be applied by brush, rag, spray or paint pad. Test before you apply to project surface.

### Other uses:

May be mixed with water or alcohol to create a wood stain. May also be mixed with other water-based finishes.

VERMONT  
NATURAL  
COATINGS®

Golden Oak  
#100261

Early American  
#100375

Ebony  
#100925

Cherry  
#100400

Cordovan  
#100640

Dark Walnut  
#100722

Oil Tone  
#100101

Fruitwood  
#100388

Woodtone Series Concentrated Tints

Case (8) Code	Color	Size
900191	Golden Oak	4 oz
900192	Early American	4 oz
900193	Ebony	4 oz
900194	Cherry	4 oz
900195	Cordovan	4 oz
900196	Dark Walnut	4 oz
900197	Oil Tone	4 oz
900198	Fruitwood	4 oz
900199	Mixed case	4 oz

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www.vermontnaturalcoatings.com

## Vermont Working Landscape Partnership Program (2010)

The overwhelming majority of Vermonters believe the working landscape is a key to our future. Yet its survival is in grave doubt. Our state faces a continuing crisis that, if not reversed, could end the working landscape in Vermont within a generation.

**VCRD is launching a new non-partisan and broad-based partnership to support local agriculture and forestry, grow and attract farm and forest entrepreneurs, and conserve Vermont's Working Landscape far into the future. Join the Partnership** (*click the "Join the Partnership" button to the right*) **to add your voice, keep informed, and help shape the campaign for Vermont's Working Landscape.**

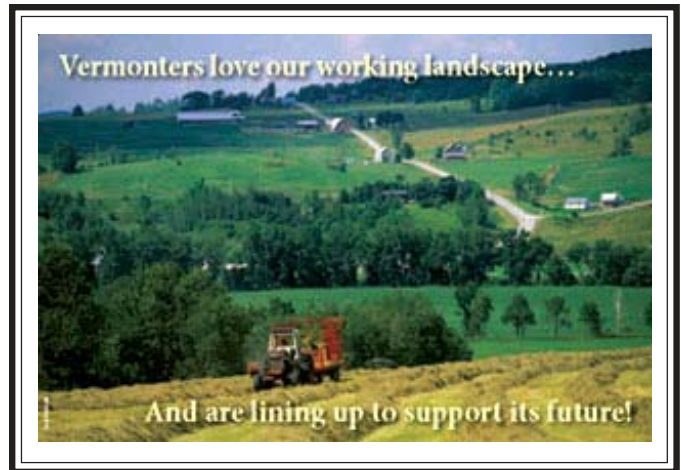
### VCRD's Role

The Vermont Council on Rural Development, which founded and led the **Council on the Future of Vermont**, is following up on key findings from that comprehensive study of public priorities. Over the past year, VCRD and its Working Landscape Steering Committee drafted a Vermont Working Landscape Action Plan to support Vermont's Working Landscape for the next generation. This major policy effort will look to advance the working landscape by supporting the businesses that have produced and stewarded that landscape and new innovative enterprise development to advance these industries for a new generation.

VCRD's board adopted **The Vermont Working Landscape Partnership Charge** ~ A framing document from VCRD organizing the Vermont Working Landscape Partnership and its governing Council. VCRD is managing this Council which will further articulate the plan, define how to implement it, and lead the campaign for its implementation.

### Reports and Inputs

- • **Vermont Working Landscape Platform and Action Plan** ~ This Platform is the foundation for the newly formed Vermont Working Landscape Partnership. Vermonters - both individuals and organizations - who support the Plan and who are willing to take action based on its goals can join the Vermont Working Landscape Partnership. The Platform and Action Plan was developed after months of deliberation and a comprehensive look at:
  - Statistical Indices on Vermont's Working Landscape**
  - Historical Digest of Recommendations for Vermont Working Landscape Policy** ~ a digest of the last three decades of policy findings related to diversification, value added development, conservation and land use planning
  - Strategies for Promoting Working Landscapes in North America and Europe**, August 2010, Cheryl Morse of the



# VWLP Five Point Action Plan

Join the Vermont Working Landscape Partnership (VWLP) to advance its Action Plan to support local agriculture and forestry, to support farm and forest entrepreneurs, and to conserve Vermont's Working Landscape for the next generation. Here are the Action Plan elements:

- **Build a Major Campaign to Celebrate the Distinctiveness of the Working Landscape that is Vermont**
- **Target Strategic Investment through a Vermont Agriculture and Forest Products Development Corporation**
- **Designate and Support "Working Lands"**
- **Develop Tax Revenue to Support Working Landscape Enterprise Development and Conservation**
- **Build a State Planning Office and Activate the Development Cabinet**

Click here to read the full [Platform and Action Plan](#). The Partnership will build on the work of the VCRD Working Landscape Steering Committee, which developed the Action Plan.



Visit the [Vermont Working Landscape Partnership Home page](#) for more about the program.

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Join the Vermont Working Landscape Partnership at [www.vtrural.org](http://www.vtrural.org)!

# Vermont Working Landscape Partnership Sign up Sheet

It is time for action to ensure the future of Vermont’s working landscape. The Vermont Council on Rural Development (VCRD) invites both individuals and organizations to join the Vermont Working Landscape Partnership (VWLP).

**The Partnership will:**

- Receive requests from the VWLPC to contribute ideas toward implementation of the Action Plan;
- Receive minutes and information on the VWLPC sessions;
- Act to advance the Action Plan from within their organization, if applicable;
- Encourage action by other state, federal, philanthropic, non-profit and private sector organizations; and
- Lend their voices publicly to advance the effort.

From the Partnership, the VCRD will build the Vermont Working Landscape Partnership Council (VWLPC).

**The Council will:**

- Further articulate the plan;
- Define how to implement it; and
- Lead the campaign for its implementation.

### VWLP Action Plan Elements

The VWLP will carry out an action plan to support local agriculture and forestry, to support farm and forest entrepreneurs, and to conserve Vermont’s Working Landscape for the next generation. Action Plan elements:

- A. Build a Major Campaign to Celebrate the Distinctiveness of the Working Landscape that is Vermont**
- B. Target Strategic Investment through a Vermont Agriculture and Forest Products Development Corporation**
- C. Designate and Support “Working Lands”**
- D. Develop Tax Revenue to Support Working Landscape Enterprise Development and Conservation**
- E. Build a State Planning Office and Activate the Development Cabinet**

The full platform and Action Plan is in your Summit packet and online at: [www.vtrural.org](http://www.vtrural.org). The Partnership will build on the work of the VCRD Working Landscape Steering Committee, which developed the action plan.

**YES, I want to join the Vermont Working Landscape Partnership**

Name: \_\_\_\_\_

Email: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Organization: \_\_\_\_\_

I am joining on behalf of this organization (Don't check if signing on as an individual).



**Vermont Council on Rural Development**  
 PO Box 1384, Montpelier, VT 05601-1384 | 802-223-6091  
[info@vtrural.org](mailto:info@vtrural.org) | [www.vtrural.org](http://www.vtrural.org)

## Classified Section

### For Sale, Services, Wanted

#### For Sale

4" Craftsman jointer complete with stand and motor.  
425-6291

Approximately 500 bdft of 1" x various widths x 8' native white cedar stacked and stickered in a greenhouse. Has been air drying for over a year. \$1.40/bdft. 425-6291

Approximately 2000 bdft 1" x 4" to 12+" x 8' maple. Has been air drying for over 5 years. This material probably has some sticker stain. Ideal for projects where small pieces are required. \$1.15/bdft. 425-6291.

Approximately 1200 bdft of 1" and 2" ash. Sawed 2 months ago and stacked and stickered in a greenhouse. \$1.85/bdft. 425-6291.

3000 to 4000 bdft of 1-1/8" maple Various widths and 8 to 16 foot lengths. Has been air drying for 4+ years. \$2.00/bdft. 425-6291

1 hickory log, 1 ash log, and 1 cherry log. I can saw them to your specifications. 425-6291.

Some 3/4" hardhack recently sawed.  
Some basswood pieces. I have a tree's worth.  
Some native white cedar that was sawed 3/4" thick for bird houses.

A few pieces of juniper sawed 5/8" thick  
A few pieces of black oak sawed 3/4" thick  
Some quarter sawn (1-1/4" thick) curly maple  
Misc.other woods.

Wood-Mizer DH4000 Dehumidification Kiln Kit.  
Asking \$3500.00. 425-6291

#### Services

Saw milling services. Log dimensions limited to 36" in diameter and 20'-6" in length. With the extension bed (no longer portable) can saw up to 26'-6". Yes I will saw as few as one log, however I would prefer that

you bring the logs to me when there are only a few. 425-6291.

Planing services. Lumber dimensions limited to 18" wide and 6" thick. 425-6291.

Contact Gerald Bouchard  
A2W Woodworks, LLC  
PO Box 111  
Charlotte, VT 05445  
802-425-6291  
gamjb@gmavt.net

### Wanted: items for Classified Section

Have you got items to sell or services others might not know about? Do you need something? Send your stuff to Barry at batcabins@aol.com and he will get them into the newsletter.

## Save the dates

Sept 24 & 25 Vermont Fine Furniture and Woodworking Festival, Woodstock, Vermont. For more information go to: [www.vermontwoodfestival.org](http://www.vermontwoodfestival.org)

### Vermont WoodNet Board Members

Bob Bouvier, Chair, 863-5644, [wdubelieve@aol.com](mailto:wdubelieve@aol.com)  
Bill Baynham, 985-9311, [Baynhb@aol.com](mailto:Baynhb@aol.com)  
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Gerald Bouchard, 425-6291, [gamjb@gmavt.net](mailto:gamjb@gmavt.net)  
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