



Building Connections

Vermont WoodNet is a coalition of woodworkers and wood product businesses whose primary mission is to strengthen business opportunities for small-scale Vermont wood product businesses that produce "Vermont Made" products and to foster a commitment to the sustainability of the forest resources.

February 2006

Volume 5, Number 2

Mark your calendars

- Mar 21 Quarterly Meeting, 7 PM to 9 PM at UVM Aiken Building.
Topic: UVM Dept of Forestry Programs and facilities. Host: Dale Bergdahl, Professor of Forest Pathology, UVM Department of Forestry (see page 3)
- April 3 Design Competition deadline for mailing entries.
- June 2 Design Competition winners notified
- June 17 Design Competition Gallery Event

Inside this issue

MapleWood Gallery	1
Quarterly Meeting	3
Grant reports	2
Design Competition Notes	2
Membership Numbers	2
Quarterly Meeting	3
Wood Industry Survey	3
Our Sponsor - North Pacific of Royalton, Vermont	4

Vermont MapleWood Gallery Nine Month Status Report

In June of 2005 Vermont WoodNet opened the Vermont Maplewood Gallery as a retail sales store and showplace for products made by our members. By October the Gallery was filled with a wide variety of amazing products; more than 770 items from 76 WoodNet members, and the inventory continues to grow.

Through the generous volunteer efforts of several WoodNet members, hundreds of hours of donated time from the WoodNet board and Gallery Administrator Judy Balch, a grant that provided much needed funding to pay some bills, and the generous cash donations from 26 WoodNet members we have been able to remain opened. That is no small accomplishment, given the fact that we were late in opening, have had a very difficult fall season, a poor winter season, and are now entering the slow "between" season. Sales have not been strong.

In an effort to get the MapleWood Gallery and the talents of our membership in front of the buyers we have done lots of advertising. We have produced a rack card that is displayed in dozens of locations throughout the Stowe area. Through the generosity of one of our board members we have a Gallery Video (DVD) that features the Gallery. We have invited architects and interior designers to the Gallery for personal tours. All these efforts have helped. We have a Gallery web site that features all the members who have products in the Gallery. The Gallery video is also on the web site and a copy is available to any member who would like a copy to show to customers and friends.

We are currently waiting word on two grant applications to help support the Gallery over the next 12 months. Unfortunately we will not hear whether we receive either of these Grants until late March. Until then our future is unknown. If we do not receive these grants we will have to make some difficult decisions.

We are now struggling to stay opened until the end of March. Every WoodNet member can help insure that we can make it until we hear about the grants. **If, over the next 6 weeks, every WoodNet member volunteers to staff the Gallery for one day we will make it.** Just one day from each member! That's all it will take. The Gallery is opened Thursday thru Monday (closed Tues/Wed). Please, help us make it! Come to the Quarterly meeting and help us plan the future of the Gallery.



Have you seen this logo on your products?

EDA Grant Projects Under Way

The 5 Grant Projects created from the \$1 million Jim Jeffords EDA Grant for Wood Products Marketing in Vermont (to promote the Vermont Wood Products industries) are all under way. Each of the 5 project committees include one or two Vermont WoodNet members. Here is a really short report on each project.

\$1 million Jim Jeffords EDA Grant for Wood Products Marketing in Vermont.

Topic A, Promoting Wood Products Brand. WoodNet representative: Mark Lorenzo, Wayne Fawbush. Vermont WoodNet is cooperating in a related effort to promote Vermont-branded wood products through the development of an on-line "Essential Buyers Guide." The Vermont Wood Products Marketing Council along with the Vermont Wood Manufacturers Association, Cabot Cheese, and the Vermont Department of Travel and Marketing are collaborating to update industry databases and draft the web pages.

Topic B, Presence at Lodging Facilities. WoodNet representative: David Glickman, Don Mason. During our initial conference call on February 7th, the committee has committed to examine how to best market to lodging properties. We'll consider the size of the facility, the scope of our materials as well as the most effective means of contact.

Topic C, Heritage Trails. WoodNet representative: Bill Baynham. Heritage Trails resource team has not met nor had a conference call.

Topic D, Trade Show Support. WoodNet representative: Judy Balch, Bob Bouvier. We had our first phone conference about the trade show portion of the grant on Feb 8, with 16 participants. We plan to look at both regional and national trade shows and try to decide which shows will best help Vermont woodworkers of all types get more recognition for their work. We will be talking with various woodworkers who have attended different shows to get their impressions as to the value of these shows compared to the prices for attending them. Also will consider wholesale vs retail shows. Next meeting will be Feb 22.

Topic E, Wood Products Showcase. WoodNet representative: Ted Fink, Dale Bergdahl. Resource team

for trade shows met in a conference call. To date: developed/distributed an RFP for five prospective marketing professionals; scheduled an appointment with Rain or Shine for pipe & drape and tents; arranged for arena and outdoor space; developed list of demonstrators & outdoor activities; discussed security for overnight.

Topic E, Design Competition. WoodNet representative: Sue McLam, Randall Henson. The date for submission of entries for the Competition is April 2, 2006. Winners will be notified on June 2 and a Gallery Event for the winners will be on June 17.

Third Annual Vermont Furniture and Wood Products Design Competition

Included in this newsletter edition is information and an application for the annual Design Competition. There should be many opportunities for the winners to showcase their products this year, in state and out. Please help this event be bigger and better than ever by entering the best of your work!

Dates to remember:

All entries postmarked by April 3, 2006
Winners will be notified by June 2, 2006
Gallery Event on June 17, 2006

2006 Membership by the numbers

Here is a summary of our current membership in various categories.

WoodNet Members: 134

Individual Members: 20

Small Business Members: 69

Business Members: 45

Of the 45 Business Members, 19 are now FSC Certified.

Of the 114 Small Business and Business members, 76 have items on display in the Vermont MapleWood Gallery.

Of the 134 WoodNet Members, 26 have made donations of \$100 or more to support the Gallery.

The Gallery continues to need financial support. If you have not yet contributed, please consider sending a donation of \$100 to help keep the Gallery opened!

Vermont WoodNet to Host Skills USA Cabinetmaking Contest

On April 12th Vermont WoodNet in conjunction with the Associated General Contractors of Vermont will be hosting the second annual Skills USA Cabinetmaking contest. The event is to take place at the Vermont Air Guard base from 8am to 4pm. The Cabinetmaking challenge will be only one of the many skills contest taking place at the base that day. There will be hundreds of Vermont Technical Center students taking part in various occupational events. The winners of the various contests will be announced at an awards ceremony to take place that evening at the Sheraton hotel. The winners of the state-wide contests go on to the Skills USA national competition in Kansas city Missouri which takes place the last week of June every year. Over ten thousand students and adult advisors take over the city for this week. Students compete in everything from Cabinetmaking to aircraft mechanics,

Vermont WoodNet is sponsoring the State contest as part of it's educational mission. It is also our goal to introduce young people to the trade of woodworking and craftsmanship. Our organization will be designing the contest. We are expecting up to twelve students from Building Trades and Cabinet programs from throughout the state to enter. The Cabinetmaking contest will consist of building a small base cabinet as well as completing a written exam. Students will be judged on safety, speed, and accuracy. WoodNet will also be supplying the judges for the event. Dave Spooner of Spooner Specialties will be donating the prizes for the first, second and third place winners of the contest.

Very Important Survey for all WoodNet Members and Vermont Woodworkers

One of the outcomes of the \$1 million Jim Jeffords EDA Grant for Wood Products Marketing in Vermont will be a comprehensive state wide database/web site/virtual wood products directory that will list EVERY member of the wood product industry in Vermont. Compiling the data for such an effort is a HUGE project. Once it is completed it will be a valuable resource that will provide access to the vast woodworking talent in our state.

To be part of this comprehensive state wide database/web site/virtual wood products directory you MUST fill out a survey. It will take about 15 minutes of your time.

If you are part of Vermont WoodNet and/or another wood products organization, you should receive a survey or a notification to fill one out on line by March 15, 2006. If you do not receive one and want to be part of this data base and it's exciting possibilities contact:

info@vtwoodnet.org or call Judy Balch, our Vermont WoodNet administrator, at 802-274-8075.

Directions to Quarterly Meeting in the Aiken Building, room 104

From I-89 North or South: Take Exit 14W. Proceed about 1/2 mile west on Route 2 (Williston Road, which becomes Main Street) to campus. Exit Route 2 right onto East Avenue and then turn left at the traffic light onto Carrigan Drive. Continue on Carrigan until you reach the UVM greenhouse complex then turn left and park in the large parking area. The Aiken Center is located just to the West of the greenhouse complex. Room 104 is on the first floor. You can find a detailed campus map at:

<http://www.uvm.edu/~tpswww/parking/parkingVisitorCampusMap.pdf>

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North Pacific. Your #1 Source for Wood Products.

Serving Vermont and the New England area, North Pacific, formerly Saxonville, specializes in providing customized services and more products for our customers.

Our main products include:

- Hardwood Plywood
- Hardwood Lumber
- Melamine
- Meganite™ Solid Surface
- Nantucket® Beadboard
- Pre-finished Plywood

Proud supporters of
Vermont Woodnet

Introducing Skyblend™ from Roseburg Forest Products

A new environmentally friendly particleboard product

- Low emission, SCS certified
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