



# 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.

August 2009

Volume 9, Number 2

## Vermont WoodNet Annual Meeting

**Date: Friday, September 18, 2009**

**Location: Shelburne Farms Farm Barn**

**Keynote Speaker: Bob Murphy from Efficiency Vermont**

**Topic: Ways to save energy and programs that exist to help businesses save energy and money.**

NOTE: parking for the meeting will be up behind the farm barn (not in the courtyard). Just before you arrive at the barn take the road on the right that goes up behind the barn.

Vermont WoodNet can have six (6) member booths at the Harvest Festival this year. The size of each booth is 8 ft by 8 ft. You can sell your products at the Festival but your booth MUST have some educational component to it (doing a demo, displaying educational information about your product and how you make it, information about wood). The cost for a booth will be 10% of your gross sales for the day and will be due at the end of the day (Saturday 09/19/09). Last year there were 7,000 people at the Festival and there should be about that number again this year. Booth setup time is from 8:00 to 9:00 on Saturday, 09/19/09. The Festival is from 10:00 AM to 4:00 PM. Power is very limited and is only available if absolutely necessary. If you are interested in one of the 6 available booth spaces please contact Bob Bouvier before September 2, 2009 Booths are on a FIRST-COME-FIRST-SERVED basis.

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### WANTED

Stories and pictures about YOU for the next issue.

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### FSC certification

FSC certification and a Vermont affordable group certificate is still alive and well. Vermont WoodNet has transferred it's certificate to the WoodNet Market Council. This is a New England based, non profit, that has expanded the base for those seeking the FSC chain of custody. This is all in an attempt to keep the cost as low as possible and over time to hopefully even decrease the cost. The certificate manager is still Judy Balch, so nothing has changed. The only requirement for joining the group is that a Vermont business must also be a full business member of Vermont WoodNet. Any questions can be directed to Judy at [jbalch@yahoo.com](mailto:jbalch@yahoo.com).

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### Classified Section

Have you got items to sell or services others bight not know about? Send them to Barry at [batcabins@aol.com](mailto:batcabins@aol.com) and he will get them into the newsletter.

## Membership Dues Reminder

It's time to renew your WoodNet membership. There are 3 membership levels.

- Individual membership - \$35
- Small Business membership - \$60
- Business membership - \$110

Please mail your check made out to Vermont WoodNet to Vermont WoodNet, PO Box 4562, Burlington, VT 05406

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## Vermont WoodNet receives a grant

On June 25, 2009, VT Woodnet received a grant from the USDA, Rural Business Enterprise Grant Program to do some extensive interview, survey and education in the North East Kingdom of VT. Over the next year we will interview as many woodworking and woodworking support businesses that we can find. We will solicit their education, business and technical needs. We will conduct at least two area meetings in the kingdom and set up at least four education opportunities as well. With the difficult and uncertain business climate, it will be good to have the opportunity for this concentrated effort in a very rural part of Vermont where the unemployment has been the highest in the state for quite some time.

## Creativity helps shop increase business despite economy

John Ethridge runs a shop in Edgar Springs, Mo., and he boasts that his business is actually up 90 percent from last year. He says the main reason is a combination of creative marketing or creative products and looking for new markets in which to sell those products. Here's how he puts it: "You can't just sit there and hope people are going to come to you, they're not always going to do that, especially now. You have to go seek them out. We have found new markets and brought new products out that helped us break into other markets. Just because someone makes cabinets or furniture or whatever, doesn't mean they can't make something as simple as an award plaque or trophy base and believe me, it all adds up. I bet most of us have enough scraps lying around the shop to glue up a plaque or something. Then go sell it to the local trophy shop. Most of them would love to buy local and not have to pay for the shipping. If you don't have steady work and sales are slipping, then you will have plenty of time to research and find those new markets. They are out there; you just have to find them. Here is a big hint: The government is still buying."

Here are some of the products Ethridge makes that fall into this category:



Creative products - Taking what might be discarded as scrap wood, Ethridge makes creative plaques and trophies to be sold in gift shops or through trophy businesses.

## Summit on the Future of Vermont Final Report

The Summit on the Future of Vermont Final Report is now available: [http://www.vtrural.org/files/FoV\\_Final\\_Report.pdf](http://www.vtrural.org/files/FoV_Final_Report.pdf). We hope you will enjoy looking back at the priorities and notes from the event, and learning about what happened on May 11 at UVM's Dudley Davis Center.

The 2009 Vermont Council on Rural Development (VCRD) Summit on the Future of Vermont marked a watershed point. It turned the findings from the 2-year Council on the Future of Vermont project into a challenge to Vermonters, and especially the leaders who gathered together for the day, to consider specific ways to work together to advance a positive vision for the future of the state. Over 500 Vermonters participated in the Summit process on May 11, 2009, coming from all parts of the state, from all sectors of government, business, non-profits and communities. It is exciting just to read the names (in Section VIII at the back of this report) of the diverse and dedicated team of Vermonters who devoted their energy and thinking to make the Summit a success.

The Summit on the Future of Vermont centered on afternoon sessions where participants evaluated the ideas and directions of the Council's report (Imagining Vermont: Values and Vision for the Future is also available online and can be found at [www.futureofvermont.org](http://www.futureofvermont.org)) and considered fourteen categorical areas for action: Agriculture, Civic Life, Clean Energy, Demographics, Digital Age, Diversity, Economic Plan, Forestry and Industry, Healthy Vermont, Higher Education, K-12 Education, Land use and Development, Preserving the Balance, and Public Transportation in Vermont. Notes from these working sessions form the core of this report and are included in Section IV, with their priorities listed in Section II.

VCRD staff is now taking the Conclusions from the Council back to Vermonters in a series of public presentations around the state. Every county is hosting a presentation where the results and priorities will be discussed, and residents can add their ideas for action and implementation. This series of public discussions began on June 10, in Randolph, and will conclude in

Brattleboro on July 15. We hope that you can attend one of these local meetings as well. To find the presentation and discussion nearest you, please visit [www.futureofvermont.org](http://www.futureofvermont.org).

The findings of the Council on the Future of Vermont and the deliberations of the Summit present a major agenda for common action toward building the future we want as Vermonters. Here's a link to the Final Report of the Summit on the Future of Vermont for your consideration: [http://www.vtrural.org/files/FoV\\_Final\\_Report.pdf](http://www.vtrural.org/files/FoV_Final_Report.pdf). No one process defines the future. It is up to all Vermonters to determine that future by their actions. Ultimately, the Council on the Future of Vermont and the Summit findings are a call and challenge to leadership - not to a party or an interest, not just to government, or to key organizations, but to all Vermonters. As Imagining Vermont puts it, "We need to rededicate ourselves to the Vermont ideal of Community" - and each take a role in leadership.

Paul Costello, Executive Director  
Vermont Council on Rural Development

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## Statewide website for Adult Technical Education

Vermont has 15 regional Technical Education Centers (see first page of the Dept of Education web site). These education institutions offer many class suited to Vermont small business needs, such as CAD classes, CNC, Creating a Successful Business Plan (one of many online courses), QuickBooks, Photography/Photoshop, Microsoft (Office, Excel, Basics, Open Office), Basic Computer, Basic Internet. There has not been a central state listing of these offerings so you need to contact individual Centers for their particular list. If you have an immediate need, contact your regional center and see what they have to offer. Within a few weeks, a statewide listing will be available - stay tuned for the way to access that listing.

[Click here: Programs & Services : Career & Technical Education : Program Offerings in Technical Centers \(Alphabetical by Town\)](#)

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## Did You Know

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### Get more mileage out of sand paper

Here is a simple sandpaper tip from Randall Naruo of Honolulu, Hawaii. Cut your sandpaper into quarter sheets, dust off the backs and glue them together with woodworkers glue (just a small squiggle around the edges with out messy squeeze out). Then put them between two flat pieces of plywood with some weight or clamp them together. Wait 15 to 20 minutes and remove to see you now have your own two-sided, shop-engineered sand paper. The sheets are flat and sturdy and will not slip annoyingly out of your hand while sanding. Naruo suggests gluing up different grits back to back to have two grits in one. For hand-sanding, the double sheets are good for knocking down lacquers between coats. Although they are a little stiff, they will also fit in most quarter-sheet sanders and last longer than single quarter sheets.



Two-sided sanding - Naruo glues quarter sheets of different grits of sandpaper back to back and clamps them flat between plywood to create

### Join a group at Sawdust Soup!

There are more than 20 interest groups to choose from at Sawdust Soup, the fast-growing dynamic networking community just for professional woodworkers. Now with more than 1,100 members, Sawdust Soup offers such groups as Custom Furniture Makers, Lean Mfg., CNC Circle, Machinery & Power Tools, Finishing Forum, Home Based Professional Shops and Marketing Ideas. There are also special groups for associations such as AWI and the CMA. Don't see a group that's just right for you? You can start a new one! See what other professional woodworkers have already discovered and are using as a great new networking tool. Just go to [www.sawdustsoup.com](http://www.sawdustsoup.com). It costs nothing to join. You can share photos and videos, connect with other shop owners, see the latest industry news, ask questions, get answers. Check it out!

## Classified Section

### For Sale and Services

Baynham Wood Products  
P.O. Box 761  
8 McDonalds Farm Road  
Shelburne, VT 05482  
802-985-9311

#### For Sale

12 inch Dewalt Radial arm saw: \$350.00.  
Hoffman Butterfly Dovetailer: \$1,200.00.  
Double head line borer: \$4,500.00.

#### Services

Baynham Wood Products - Shop Services  
Wide Belt Sanding - panels, frames and tops  
Automatic Edge Banding panel parts  
Sheet Goods Processing  
CNC Parts Cutting  
CNC Cabinet Cutting

#### For Sale

Air dried maple and native white cedar.

Also have Ash, Bitternut Hickory, yellow birch, and native white cedar logs that can be sawed to your specifications.

#### Services

Sawmilling of logs; resawing, limited to 36" diameter and 26'-6" in length; lumber planing - limited to 18" wide.

G. A. Bouchard  
4285 Ethan Allen Hwy (aka RT 7)  
Charlotte, VT 05445  
802-425-6291

#### For Sale

Panel Saw  
Built from WOODSMITH plans/kit. Used less than 20 hours. Has Porter Cable circular saw.  
Price \$450  
Contact Bob Bouvier  
802-863-5644  
[wdubelieve@aol.com](mailto:wdubelieve@aol.com)



#### For Sale

Native hardwoods:  
Walnut: large sections — 24 x 20 x 24  
Rock maple: large sections - 24 x 18 x 24  
Cherry - already cut circular for turning - 12 - 20 inches  
Yellow Birch — 36 boards 5/4 x 8 ft

Joe Laferriere  
Wood, Form & Design  
467 Galvin Hill  
Colchester, VT 05446  
802-879-4348

## Save the dates

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### **26th Annual New England Products Trade Show**

March 13, 14, 15, 2010

Portland, Maine

[www.nepts.com](http://www.nepts.com) for more info.

This business-to-business wholesale trade show is an annual event featuring a juried selection of giftware, home furnishings and specialty food from Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut.

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### **GREENING UP YOUR BOTTOM LINE**

A Conference FOR and BY Vermont Businesses

October 21, 2009

Stowe Mountain Lodge

<http://www.vtsbdc.org/green.cfm> for more info.

### **Vermont WoodNet Board Members**

Bob Bouvier, Chair, 863-5644, [wdubelieve@aol.com](mailto:wdubelieve@aol.com)

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