



Governor Snyder's Forest Products Summit

Tools, Services & Support Panel

April 23, 2013



MDARD Focus

- Private lands
- Supply Chain
- Business Development

Private, Non-industrial Forestland

Approximately:

- 420,000 landowners
- 11 million acres
- 6 million accessible acres

MDARD Culture

- Partnerships
- Problem Solving
- Knowledgeable

MDARD Customer Service

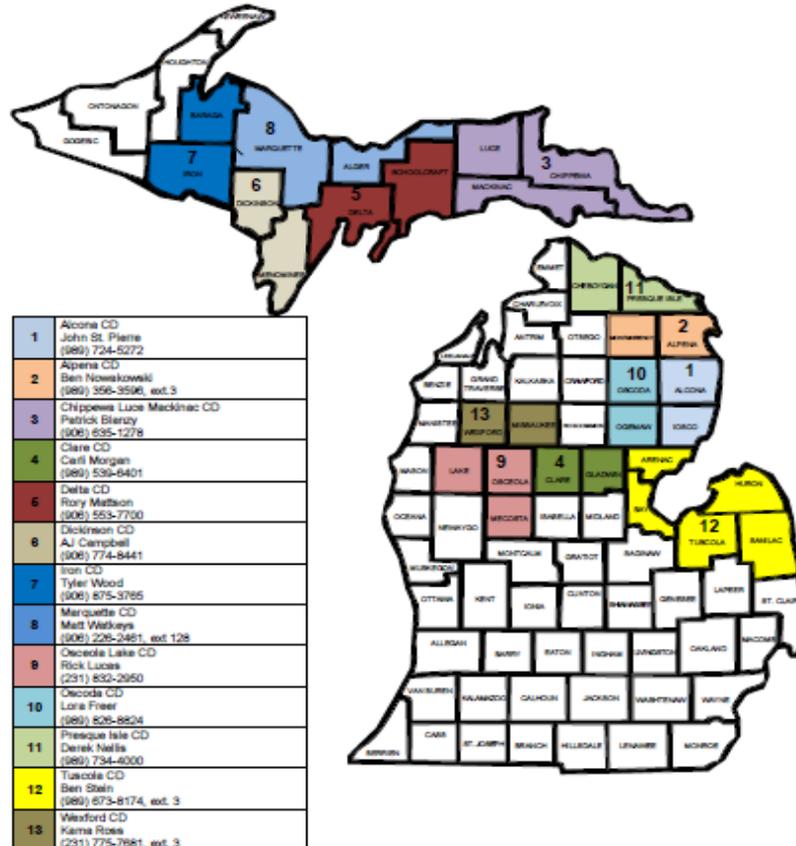
- Average customer service rating 7.7 (scale of 1-10)
- Slightly higher than the national benchmark for all sectors
- Nearly a full point ahead of public administration / government (local & federal)
- Customers said:
 - Very satisfied with speed & quality of service
 - Very knowledgeable & committed to helping problem solve
 - Took time to explain concerns so we could work together to come up with a resolution
 - Always felt they cared about me as well as my business

Forestry Assistance Program

- FY 2013 – First full year
- In Governor's budget recommendation for FY 2014
- Jointly funded with DNR
- Grants to conservation districts
- Goal – increase active management of non-industrial private forests through outreach, technical assistance, collaboration and cooperation.
- Program covers 23 counties

Forestry Assistance Program

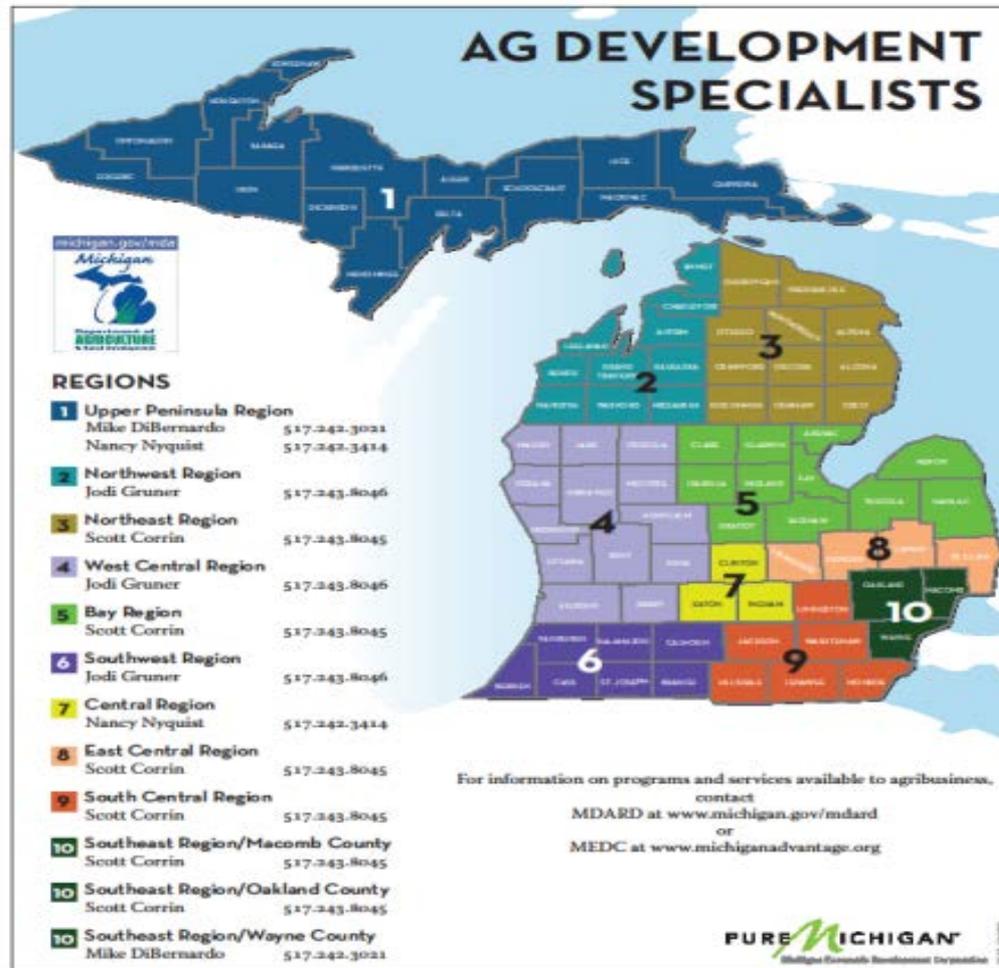
MICHIGAN DEPARTMENT OF AGRICULTURE AND RURAL DEVELOPMENT
 Jointly funded by MDARD & MDNR
FORESTRY ASSISTANCE PROGRAM
 FY 2013



Business Development

- Five staff in Agriculture Development & Export Programs
- Aligned with MEDC & local economic development regions
- Rural Development Fund (focused on infrastructure)
- With more land under active management, increased value added opportunities – raw product availability

Business Development



IMPLAN Analysis

- Results of IMPLAN analysis MDARD recently commissioned on private, non-industrial forestland
- Measured impact of increased stumpage from 1.2 million newly managed acres on Michigan economy once it's transformed into end use products
- Measured the direct, indirect and induced effects

IMPLAN Analysis

- Assumptions:
 - Demand for timber will grow to meet new supply
 - New demand will keep a similar structure as existing Michigan primary processors of round wood & cords and paper industry
 - All primary processing demand will be Michigan based

IMPLAN Analysis

- By 2020:
 - Business revenue would increase \$250 - \$495 million
 - Contribution to State GDP would increase \$90 - \$174 million
 - Number of jobs would increase 1128 – 2204

There would be other rural development as a result of this additional spending and jobs that is not captured in the analysis.

Forest Products Strategic Plan

- MDARD is ready to engage, adjust & attack where our tools and skills are most useful in the overall strategic plan.
- MDARD is ready to bring our tools, problem solving skills and partnership culture to bear.
- Questions?