

# **“Making Positive Change In the Local Forest Economy”**

## **SUMMARY OF WORKSHOP OUTCOMES**

### **Workshop Goal**

To bring together people from the wood supply, manufacturing and marketing sectors to share ideas and expose opportunities for manufacturing and marketing of wood products in the Nakusp area.

### **Log supply and manufacturing**

- Buyers market – consolidation has reduced the competitive advantage for small licensees.
- The hemlock factor - Nakusp area supports a diversity of species; need to explore options to create more value from lower value species.
- Small and mid-size manufacturers must be able to respond quickly to change in market demand
- Add value to wood by increasing utilization through non-commodity products (small scale operators manufacturing specialty products).
- Nakusp area could be in a good position to supply fibre as a result of beetle uplifts elsewhere in province.

### **Lack of industrial land**

- There is a lack of suitable, affordable land for industrial development in the Nakusp area – a limiting factor for strengthening the wood manufacturing sector.
- Recognition that there could be synergies between the local government and developers to identify potential land parcels and initiate the process for industrial development.

### **Marketing and transportation**

- Log broker can offer efficiencies for marketing smaller volumes.
- Need to look at trends in product demand – i.e. rig matting and pipe skids for oil industry.
- Transportation costs from Nakusp reduce the narrow profit margins making it uneconomic to manufacture some species and products.

### **Moving ahead**

1. Need to start discussions on the availability of industrial land; the Village is currently assessing zoning. The efforts of the Village, RDCK, developers and Ktunaxa Nation need to be coordinated.
2. Reconvene the Nakusp manufacturing group to look at the possibilities around specialty products and lower value species.
3. Need to deal with the RDCK rule of not allowing ungraded lumber in local construction.
4. Explore funding opportunities for new and expanding businesses.

Thank you everyone for your contributions and support.