

BY THE NUMBERS

High-quality hardwood forests and a business-friendly environment rank Indiana nationally:

- > **1st** in the production of wood office furniture and hardwood veneer
- > **2nd** in wood kitchen cabinets, wood countertops and manufactured homes
- > **3rd** in engineered wood products
- > **4th** in pre-fabricated wood buildings
- > **5th** in upholstered household furniture

Indiana's hardwood industry has an annual economic impact of over **\$10 billion** and supports **70,000 jobs** -- 44,000 in primary and secondary manufacturing and 26,000 in ancillary sectors. In 2020, Indiana hardwood producers exported about **\$122 million** worth of logs, lumber and veneer to over **60 countries** around the world. **84%** of Indiana's **4.9 million forest acres** are privately owned. Statewide timber growth exceeds removals for harvest and natural tree mortality by **2.3 times**. Hoosier forests offer a sustainable and natural raw material for manufacturers with an environmental impact difficult to beat.

 isda.in.gov/hardwoods



Indiana State Department of Agriculture
Economic Development Division

Chris Gonso
Hardwoods Program Manager
CGonso@isda.in.gov | 317.690.4738

For more information visit:
isda.in.gov/hardwoods

"ISDA has helped introduce us to new customers in emerging markets overseas and made us aware of opportunities to grow our domestic business through grants and state initiatives. Their Economic Development staff really value the importance of Indiana's hardwood industry."

– J. Steen, Pike Lumber

"The hardwood industry truly values the work ISDA does to develop business in the state. They are a great partner for our wood product businesses looking to grow."

– Ray Moistner, Indiana Hardwood Lumbermen's Association

INDIANA
STATE DEPARTMENT OF
AGRICULTURE

GROW YOUR INDIANA HARDWOOD BUSINESS

**TOOLS, SERVICES & INFORMATION TO
BUILD YOUR BUSINESS SUCCESS**

Indiana Hardwood Economic Development Program

INDIANA
STATE DEPARTMENT OF
AGRICULTURE





INDUSTRY NAVIGATION

We support involvement and awareness of Indiana resources for:

- Business advising and training
- Equipment and utility needs
- Funding opportunities
- Project credits, incentives and exemptions
- Research and development
- Workforce training



ADVOCACY AND REGULATORY SUPPORT

We facilitate ease of doing business through:

- Association/committee representation
- Business retention and expansion visits
- Community engagement connections
- Domestic and international trade shows
- Hardwood “stump to product” tours
- State agency navigation



MARKET ACCESS AND DEVELOPMENT

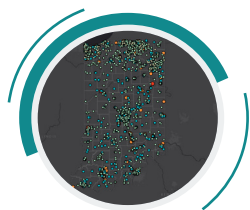
We aid in entering markets and expanding sales by:

- Business to business connections
- Export assistance and trade leads
- Finding suppliers and end markets
- Market research and industry strategy
- Targeted business directories
- Technical support

INTERACTIVE MAP

Looking for products or connections?

An online interactive map of nearly 3,200 businesses has been developed with links to hardwoods and forest products sectors. The establishments are shown as dots of varying sizes dependent on the number of jobs in the business. A click on any dot (business establishment) produces a pop-up feature with various details about the establishment including name, physical and web address, line of business, industry type and more.



Explore the interactive map:
isda.in.gov/hardwoods

OMBUDSMAN SERVICES

Have a question or concern for another agency?

The role of an ombudsman is to guide and/or help agribusinesses in dealing directly with other state agencies to address concerns and solve needs. This includes surfacing needs to the appropriate resolution channels, referring to one or more organizational resources that can potentially solve the needs or facilitating discussion with other agencies.

Relevant Questions:

- *Does my boiler require a permit as regulated by the Clean Air Act?*
- *What actions are required when harvesting around perennial streams?*
- *How do I quickly receive my phytosanitary certificate?*

HARDWOODS STRATEGY

Wondering how you fit into the state mission?

To grow this important sector of agriculture and the economy, an in-depth assessment and strategy was completed in 2019 for the hardwoods industry, known as the Indiana Hardwood Strategy.

The completed strategy is used to expand current and attract new primary and secondary wood processing facilities to Indiana, better utilizing current timber production and fostering growth within Indiana's hardwoods industry.

Find the full strategy:
isda.in.gov/hardwoods

