

Center for International Trade in Forest Products (CINTRAFOR)
College of Forest Resources, University of Washington, Seattle, WA

CINTRAFOR Mission Statement: to be a Center of Excellence in helping to foster the international competitiveness and sustainability of the US forest products industry.

CINTRAFOR Research: CINTRAFOR’s research program is a long-term continuing effort to identify new and emerging challenges and improve the competitiveness of the US forest products industry.

Covering marketing, economics policy analyses related to the competitiveness of the US forest product sector, the objectives of CINTRAFOR research include:

- Identifying emerging markets
- Improving product and market competitiveness
- Conducting trade and environmental assessments
- Performing socioeconomic impact and stability analysis

CINTRAFOR research results are disseminated to industry managers and public policy makers through a wide variety of forum:

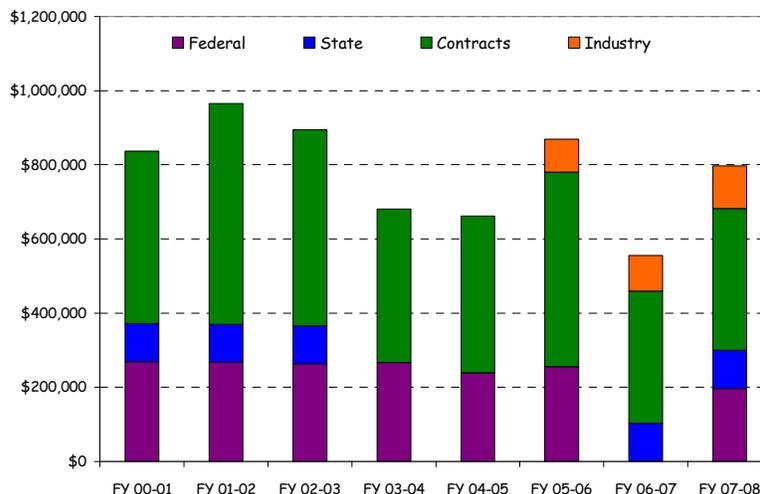
- Faculty members and collaborators have published over 250 papers
- An accessible and well-regarded Working Paper series with over 110 publications
- A CINTRAFOR Newsletter that is published three time per year
- An annual International Forest Products Marketing Conference

CINTRAFOR Education: Over 55 alumni with masters and Ph.D. degrees employed by:

- Forest products industry
- US federal and state government agencies
- Ministries and government agencies in key foreign markets in Asia and Europe
- National and international NGO and consulting firms
- Academia

CINTRAFOR Outreach: Over 12,500 contacts annually through Center-sponsored Conferences, presentations, newsletters and other activities

- An annual international forest products market outlook conference
- Over 2,500 contacts through CINTRAFOR newsletter
- Over 10,000 contacts through US-China Build Program newsletter and activities



Federal Funds Provide Stable Support for the CINTRAFOR Research Mission

- ❖ CINTRAFOR is a nationally and internationally recognized Center of Excellence (the only such international forest products trade center in the US)
- ❖ CINTRAFOR provides analytical support to state and federal legislators on topics including trade policy, small business economic impacts of regulatory reforms and climate change
- ❖ CINTRAFOR provides trade policy analysis for federal and state agencies and industry associations including the US-Canada softwood lumber dispute, Japanese softwood lumber import tariffs, green building codes, certified wood markets and accelerated tariff liberalization
 - Both the US Embassy in Tokyo and AF&PA publicly credited the CINTRAFOR Japan softwood lumber trade analysis as playing a decisive role in their efforts to keep Japan from imposing a softwood lumber import tariff under the WTO safeguard mechanism that would have cost US softwood lumber exporters over \$350 million between 2002-2007, preserving over 3,800 jobs in the US
 - CINTRAFOR is currently working with the US Embassy in Tokyo and AF&PA to support their effort to persuade the Japanese to reconsider implementation of a MAFF supported program to provide subsidies to increase the market share of domestic wood in the P&B industry from the current 30% to 60% by 2015. A preliminary economic analysis of the MAFF program suggests that its total impact on US softwood log and lumber exports to Japan would range between \$84.5 million and \$735 million, depending on the success of the program in promoting the use of domestic wood in place of imported lumber and the extent to which imported logs can be replaced by smaller, lower quality domestic logs.
- ❖ CINTRAFOR manages the highly successful US-China Build program for the Evergreen Building Products Association and the WA State Department of CTED
 - 435 US companies have participated in USCB programs in China, resulting in over \$25.4 million in new sales and the creation of over 300 new jobs
- ❖ CINTRAFOR helped create and support the Consortium for Research on Renewable Industrial Materials (CORRIM); a multi-million dollar collaborative effort between the federal government, the forest products industry and 15 academic research institutions focused on documenting the environmental benefits of wood in construction
- ❖ CINTRAFOR provides an effective linkage between industry, academia and public and private agencies
 - faculty and staff respond to over three hundred public inquiries annually and make about fifty formal presentations to industry and agencies
 - CINTRAFOR's outreach activities include an annual International Forest Products Marketing conference, three Newsletters per year, Factsheet summaries of all research projects and Working Papers of all research projects
- ❖ CINTRAFOR has been ***extremely effective in leveraging its federal support, generating \$4.04 in non-federal funding for every \$1 in federal funding.***
- ❖ CINTRAFOR has been ***extremely effective in leveraging its state support, generating \$7.78 in non-state funding for every \$1 in state funding.***
- ❖ CINTRAFOR has been ***extremely effective in leveraging its industry support, generating \$6.88 in non-federal funding for every \$1 in federal funding.***
- ❖ Private industry support is a critical component of CINTRAFOR's funding strategy and demonstrates the support of the private industry to our federal and state legislators. Private industry support of all kinds has averaged over \$100,000 annually since 2004.