1) Charlie Becker

Virginia Department of Forestry

Utilization & Marketing Manager

2) 1.3 Hard Money

.7 Soft Money

Forest markets and industry promotion

Forest and Industry resource and economic assessments

International marketing

Urban and small scale wood utilization

Specialty forest products

Economic development

Timber value and market assistance

Biomass energy

All things wood

3) Last Five years

 Grant project and soft money position dealing with Urban wood utilization

Increase in resource assessments and economic development request along with certification and international market issues as economy improved.

One additional soft money position to assist industry and improve wood utilization and management. Hope to convert one position to hard money

I plan to retire in the next five years and expect position to be refilled, but may be gap

Since recession –biomass & international markets, biomass for different reasons, stave market, clt, etc.

4) What expertise are you missing that is most often asked for?

Wood ID, advanced and secondary manufacturing, international markets, etc. send to university or other partner agency and associations. Some information we are not allowed to provide.

5) Top 3 to 5 most common requests (FAQs)

How much is my timber or tree worth

Where is the best location or most timber for specific product or manufacturing operation

Where can I get this wood product

What resources are available to help my company or forest product idea

Some advanced manufacturing, CLT, etc.

6) What are your strengths?

Jack of all trades master of none

7) Describe the 3 biggest challenges facing your program

Dependency of soft money for projects.

Succession planning for program.

Maintaining quality service with work load.

8) Describe the 3 biggest opportunities for your program

Recognition by others of program worth allowing development of more partners and leveraging of resources

Recent award of Wood Innovation and Forest Service LSR grants