

CURRICULUM VITAE

Ivan Louis Eastin

School of Environment and Sustainability
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Education

- Ph.D., 1992 Forest Products Marketing, **University of Washington**, Seattle, WA.
Dissertation: A Framework for Assessing Strategic Options in Responding to Boycotts: Ghana and the Tropical Hardwood Boycott in Europe.
Major: Forest Products Marketing. **Minor:** International Business.
- M.S., 1985 Wood Science and Technology, **Michigan Technological University**, Houghton, MI.
Thesis: The Production of Resin-free, Dry-process Fiberboards at Elevated Hot Pressing Temperatures.
- B.S., 1983 Wood Science and Technology, **Michigan Technological University**, Houghton, MI.

Professional Appointments

- 12/19-Current **Associate Dean for Research and Engagement, School for Environment and Sustainability (SEAS), University of Michigan.**
Responsible for overseeing the School's research program with annual research awards exceeding \$15 million. Responsible for: developing research policies and programs, advising the Dean on research policies and programs and developing a strategic plan for research investments. As a member of the Dean's Senior Management Team was involved in decisions on unit budgets, strategic planning and policy development related to faculty, staff and students. Assisted in development efforts with external donors and met regularly with funding agencies, foundations, private donors and legislators at the state and federal levels. Assisted in the planning and development of the UM Detroit Center for Innovation. Helped to mentor junior faculty in developing their research portfolios, including identifying and applying for competitive fellowships and awards.
- 10/17-Current **Professor, SEAS, University of Michigan.**
Conduct marketing research on the forest products industry related to industry competitiveness, strategic orientation, material substitution, international trade policy and new, innovative wood products (e.g. CLT and thermally modified wood). **Acting Associate Director** of the Michigan Sustainability Cases Initiative.
- 10/15-9/17 **Associate Dean for Research, College of the Environment (CoEnv), UW**
Responsible for overseeing the College's research program with annual research awards exceeding \$161 million. Responsible for: negotiating faculty startup packages, developing research policies and programs, advising the Dean on research policies and programs and developing a strategic plan for research investments. Led a College-wide effort to expand capacity in the areas of innovation and new product development. As a member of the Dean's Senior Management Team was involved in decisions on unit budgets, strategic planning and policy development related to faculty, staff and students. Assisted in development efforts with external donors and met regularly with funding agencies, foundations, private donors and legislators at the state and federal levels. Helped to mentor junior faculty in developing their research portfolios, including identifying and applying for competitive fellowships and awards. Led a faculty team in assessing challenges confronting research and non-tenure track faculty and provided strategic recommendations to resolve those challenges. Represented the College on the Provost's Research Advisory Board. Responsible for strategic investment in high speed computing and transitioning the College to a central computing platform.
- 2004-9/17 **Director, Center for International Trade in Forest Products (CINTRAFOR), School of Environmental and Forest Sciences (SEFS), CoEnv, UW.**
Administered International trade research center. Developed and implemented strategic plans as well as annual and quarterly research plans. Represented CINTRAFOR and the College on industry association boards, at meetings with federal and state legislators, and at national and international research conferences and meetings. Conducted budget planning for research Center on an annual basis and developed budget projections over a five-year period. Coordinated outreach activities. Recruited graduate students and post-doctoral researchers.

	Met regularly with external funding agencies including state agencies, federal agencies, non-profit organizations and private industry.
9/04-6/16	Faculty Leader, Peace Corps Masters International Program School of Environmental and Forest Sciences, University of Washington. Developed and administer SEFS Peace Corps Masters International in International Forestry program. Recruit, mentor and advise graduate students during their PC service. Coordinate with PCMI programs in Dan Evans School of Public Affairs and Global Health. Teach PCMI Seminar for students in all three PCMI programs on campus
7/04-9/17	Professor, Forest Products Marketing, SEFS, CoEnv, UW Perform marketing research on the forest products industry related to issues of industry competitiveness, strategic orientation, material substitution, international trade and new product development. Design and teach courses in forest products marketing and international marketing of forest products.
8/97-1/04	Associate Director, CINTRAFOR
2/97-6/04	Associate Professor, Forest Products Marketing, College of Forest Resources, UW
9/92-2/97	Assistant Professor, Forest Products Marketing, College of Forest Resources, UW
5/92-7/92	USAID Consultant Developed environmental impact assessment for a potential development project in the wooden furniture sector in Ghana.
1991-1992	Research Associate, Center for International Trade in Forest Products, UW. Conducted market research related to west coast furniture markets and strategic opportunities for small- and medium-sized furniture manufacturers in the PNW.
1990-1991	Fulbright Fellow, Ghana, West Africa Affiliated with both the Forest Research Institute of Ghana and the Institute of Renewable Natural Resources at the University of Science and Technology, Kumasi.
1987-1990	Research Associate, College of Forest Resources, University of Washington. Conducted research in the areas of wood structure and mechanics, international trade of forest products, and forest products marketing.
1985-1987	Peace Corps Volunteer, Liberia, West Africa. Worked concurrently as an adjunct assistant professor of wood science and technology at the University of Liberia and as a research scientist at the Liberian Forest Products Lab. Administered the USAID Small Project Assistance Fund to support small business ventures of indigenous entrepreneurs by providing capital and project management assistance.
1983-1985	<i>Teaching Assistant, Department of Wood Science, MTU, Houghton, MI.</i> Taught laboratory courses in wood anatomy, wood identification, wood chemistry, and wood mechanics.
1980-1982	Summer Intern. Veneer Division, Hartzell Inc., Piqua, OH.
1976-1979	U.S. Army. Heavy equipment operator. Honorable Discharge.

Professional Memberships

Softwood Export Council
Forest Products Society
International Society of Tropical Foresters
Organization for Tropical Studies
World Affairs Council
Xi Sigma Pi National Forestry Honor Society, Alpha Chapter

Awards

2015	UW CoMotion Presidential Innovation Fellow
2006	Dean's CFR Faculty Award for Exemplary Service
2004	UW PCMI Faculty Leadership and Service Award
2000	CINTRAFOR Faculty of the Year Award
1999	Canadian Embassy Faculty Research Grant
1997	Canadian Embassy Faculty Enrichment Grant
1996	CINTRAFOR Faculty of the Year Award
1994	CINTRAFOR Faculty of the Year Award
1994	Center for International Business Education and Research (CIBEAR) Faculty Scholarship Award, University of Southern California
1992	CINTRAFOR Doctoral Student of the Year Award
1990	Fulbright Doctoral Research Fellowship

Academic, Community and Professional Service

Co-Director, Michigan Sustainability Cases Initiative. UM School of Environment and Sustainability.
Faculty Mentor, Peer Advising for Veteran Education Team, 2018-current
Faculty Advisor, SEAS Peace Corps Coverdell Fellows, 2018-current
Member, UM Provost Seminar on Teaching Planning Committee, 2018-current
SEAS rep, Rackham Faculty Allies for Diversity in Graduate Education, 2018-current
Member, Discipline-based Education Research Campus-wide Committee, 2018-current
Member, UNECE/FAO Team of Specialists on Forest Products Markets and Marketing, 2005-current
Member, Softwood Export Council Advisory Board, 1998-current
Member, Editorial Board, Ghana Journal of Forestry, 1995-current
Member, SEAS Data Science and Sustainable Development Faculty Search Committee, 2017-2018
Chair, College of the Environment WOT-Research Faculty Evaluation Committee. 2015-2017
Chair, CINTRAFOR Director Search Committee, 2017
Chair, WOT/Research Faculty Review Committee, 2015-2017
Member, President's Committee on a Global Innovation and Technology Institute, 2014-2017
Member, US Green Building Council Green Building Strategy Group 2010-2017
Member, Board of Directors, Evergreen Building Products Association, 2004-2017
Member, UW Fulbright Selection Committee, 1991-2017
Vice President, Marketing, CORRIM, 2009-2016
Manuscript Reviewer, Pertanika Journal of Social Science and Humanities, 1995-2016
Member, Foreign Language and Areas Studies Fellowship Committee, 2014-2015
Chair, SEFS WOT-Research Faculty Evaluation Committee. 2013-2015
Member, SEFS Olympic National Research Center Director Search Committee 2014-2015
Member, CORRIM Strategic Planning Committee, 2013-2015
Member, SEFS Ecosystem Disturbance Faculty Search Committee, 2013-2014
Member, SFR Curriculum Committee, 2011-2014
Member, SFR School Lands and Educational Outreach Committee, 2009-2014
Member, UW Global Affairs Communication Network, 2007-2014
Co-Chair, UW/UBC Graduate Student Symposium Committee, 2010-2013
Member, UW Vice Provost for Global Affairs Search Committee, 2012-2013
Faculty Advisor, International Forestry Student Association, 2008-2013
Chair, CINTRAFOR Post-Doctoral Research Faculty Search Committee, 2011-2012
Member, UW Provost's Advisory Review Committee, Dean of the College of Engineering, 2010
Member CFR Outreach Team, 2004-2010
Member, CFR Promotion, Merit and Tenure Faculty Committee, 2005-2010
Member, PNW University Wood Science Strategy Board, 2000-2010
Member, CFR College Planning Committee, 2005-2009
Member, UW Diversity Council, 2006-2009
Chair, CFR Natural Resource Economist Faculty Search Committee 2006-2007
Chair, CFR Environmental Economist Faculty Search Committee 2005-2006
Member, CFR Faculty Search Oversight Committee, 2005-2006
UW-CFR Representative to the Summit of Forest Research in the 21st Century. Shepardstown, WV (2006)
Member, BC Forum on Forest Economics and Policy, 2006
Member, CFR Workplace Quality Committee, 2002-2005.
Leader, Graduate Program, Sustainable Resource Management Interest Group, 2003-2005
Member, CFR Future Directions Ad Hoc Committee, 2004
Member, CFR Recognition Event Planning Committee, 2004
Member, CFR FME Undergraduate Curriculum Committee, 1997-2004.
Member, CFR Search Committee for CINTRAFOR Director, 2004
Member, CFR Division Chair Search Committee, 2003
Member, Washington State Technical Advisory Team, Secondary Wood Products Worker Skill Standards Development Project, 1996-2003.
Member, UW Faculty Committee on Academic Standards, 1995-2003.
Member, UW Faculty Subcommittee on Admissions, 2000-2003
Chair, UW Ad Hoc Scholarly Misconduct Investigation Committee, 2003
Chair, CFR Workplace Quality Committee, 2002-2003
Chair, CFR Workplace Quality Survey Subcommittee, 2002
US Representative, ITTO Experts Panel Meeting on LUS Database Project. Forest Research Institute of Malaysia, Kuala Lumpur, Malaysia. February 26th-28th, 2001.
President, Softwood Export Council, Advisory Board, 1999-2001

Division Coordinator, Management Division, Forest Products Society, 1997-2000.
 Chair, FM Undergraduate Recruitment Strategy Committee, 1999-2000
 Member, CFR Futures Committee, 1999-2000
 Conference Moderator, 3rd International Value-Added Wood Processing Conference, Sheraton Wall Centre Hotel, Vancouver, BC. October 14-15, 1999.
 Conference Co-Chair and Moderator, 15th Annual Marketing Forest Products in the Pacific Rim Conference, SeaTac Marriott Hotel, December 7-8, 1998.
 Conference Co-Chair and Moderator, Forest Products Marketing Session, 26th Annual Hardwood Symposium, National Hardwood Lumber Association. Cashiers, North Carolina. May 4-7, 1998.
 Member, UW Early Identification Program Presidential Scholarship Selection Committee, 1998.
 Secretary, Tropical Woods Technical Interest Group, Forest Products Society, 1994-1997.
 Member, Advisory Board, WoodNet Wood Manufacturers Association, 1993-1996.
 Session Chair and Moderator, Globalization of Wood: Supply Process, Products and Markets Conference, Forest Products Society, Portland, OR, 1996.
 Chairman, 1995 FPS Annual Meeting Committee, Industry Focus Program 1994-1995.

Professional Presentations (over 170 presentations at national and international symposia)

2019 Opportunities for US Wood Pellets in Japan. Keynote Address. Timber Measurements Society Central Meeting. Coeur d'Alene, ID 9-10 April

2018 Japanese Timber-related Programs and Policies: Implications for North American Timber Exports. Keynote Address. Timber Measurements Society Central Meeting. Tokyo Japan. 7 December.

2018 Wood-based Panel Market Outlook. UNECE Timber Market Committee Meeting. Vancouver BC. 5-7 October.

2017 Overview of Timber Harvesting Programs in the US. Japan Lumber Importers Association. Tokyo Japan. 5 December.

2017 Wood-based Panel Market Outlook. UNECE Timber Market Committee Meeting. Warsaw Poland. 9-13 October.

2017 Public Perceptions of Using Woody Biomass for Bioenergy Products in the Western US. Waste-to-Wisdom Conference. Sacramento, CA 16-17 May.

2017 Forestry Challenges. Keynote Speaker. Foster Business School Environmental Innovation Challenge. Seattle, WA. 30 March

2017 Timber Legality Policies: Fueling Perverse Outcomes? Keynote Speaker. UW-SEFS Wood ID Workshop. 1 March.

2017 CINTRAFOR-Industry Partnerships. College of the Environment Research Advisory Board Meeting. Seattle WA. 3 February.

2017 Overview of the Japanese Wood Market. EBPA Export Workshop, Seattle, WA. 1 February.

2016 Lacey Act Compliance and Due Care. Japan Lumber Importers Association Annual Meeting. Tokyo, Japan. 6 December.

2016 Japan CLT Roadmap: A Model for North America? UNECE Timber Market Committee Meeting. UN Palais des Nations, Geneva, Switzerland. 18-20 October.

2016 Identifying Niche Markets for Tribal Wood Products: Adding Value Through Design. Intertribal Tribal Timber Workshop. Spokane WA. 6-7 October.

2016 Exploring Export Opportunities for Tribal Wood Products in Japan. Economic Development Administration National Conference. Washington, DC. April 6-7.

2016 Japan's CLT Roadmap. Mass Timber Conference. Portland, OR. March 24th.

2015 Forestry Sector Policies in Japan. Japan Lumber Importers Association Meeting. US Embassy Briefing. Dec. 8. Tokyo, Japan.

2015 Wood Products Innovations: Not an Oxymoron. SAFCOL Industry Workshop. Sept. 21, 2015.

2015 Defining Scenario Needs. Northwest Advanced Renewables Alliance. Spokane, WA. Sept. 17, 2015.

2015 Forest Sector Policies in Japan. EBPA-CINTRAFOR Export Seminar. Seattle, WA. May 12, 2015.

2015 The Forestry Sector in Japan. HooHoo Club of Snohomish County. 18 March, 2015

2014 Trade and the Forestry Sector in Japan. US-Japan Forest Products Industry Mission. US Embassy. Tokyo, Japan. 1-2 December.

2014 New Developments in International Trade. Tribal Export Briefing. US Embassy Tokyo, Japan. March 31st.

2014 Wooden Housing in Japan: The Evolution of the Post and Beam System. Tribal Export Briefing. US Embassy Tokyo, Japan. March 31st.

2014 Woody LCA Gaps. Woody Biomass Life Cycle Workshop. Washington, DC. March 19th.

2014 CINTRAFOR Projects on International Trade. Washington State House Committee on Agriculture and Natural Resources. February 14th.

2014 Update on Japan Trade Policies. WWPA 2014 Annual Meeting. Portland, Oregon. March 3rd.

- 2014 New Developments in International Trade. 13th Annual Foresters Forum. Coeur D'Alene, Idaho. February 5-6.
- 2013 The Japanese Market for US Wood Products. Tribal Export Briefing. US Embassy Tokyo, Japan. October 21st.
- 2013 Wooden Housing in Japan: The Evolution of the Post and Beam System. Tribal Export Briefing. US Embassy Tokyo, Japan. October 21st.
- 2013 Demand Forecast: Emerging and Existing Markets for Wooden Building Materials. Export Workshop on new and Emerging Markets for Building Materials. Evergreen Building Products Association. Portland, OR. September 9th.
- 2013 Domestic Wood Programs in Japan. Softwood Export Council Annual Meeting. Seattle, WA. 12 June.
- 2013 A Summary of Japanese Regulatory Constraints on Imported Wood. Pacific Lumber Exporters Association Annual Meeting. Portland OR. 24 April.
- 2013 China's Market for Wood Products: Overview and Outlook. 2013 WSU International Wood Composites Symposium. Seattle, WA. April 3.
- 2013 An Overview of China's Market for Wood Products. 12th Annual Forester's Forum. Coeur d'Alene ID. 25 February.
- 2013 Modeling Adoption and Diffusion of Certified Wood in the US Residential Housing Sector. USDA Agriculture and Food Research Initiative, Agricultural Economics and Rural Communities Webinar Series. January 30.
- 2012 UNECE Timber Market Committee Meeting. Geneva, Switzerland. October
- 2012 China's Impact on Global Forest Products Trade: A Viewpoint from Abroad. 55th International Convention of the Society of Wood Science and Technology. Beijing, China. 27-31 August.
- 2012 Wooden Housing in Japan: The Evolution of the Post & Beam System. US Foreign and Commercial Service Webinar on the Japanese Building Products Sector. 26 June.
- 2012 Trend Affecting Current and Future Markets for Washington's Hardwoods. Washington Hardwood Commission Annual Meeting. Kelso, WA. 13 June.
- 2012 Eco-Labeling Native American Tribal Forest Products. College of Menominee Nation Summit on Tribal Forestry and Wood Products. Keshena, WI. June 6-7.
- 2012 New International Market Opportunities for Tribal Wood Products. 36th Annual National Indian Timber Symposium. Confederated Tribes of the Warm Springs Reservation. Warm Springs, OR. 14-17 May
- 2012 Overview of the Japan Forestry and Forest Revitalization Plan Research Project. Pacific Lumber Exporters Association Annual Conference. Portland OR. 9 May
- 2012 Exploring Markets for US Wood Products: If Not Here, Then Where (and Why). 49th Annual Moulding and Millwork Association Conference. Santa Monica, CA. March 19-23.
- 2012 The Demand for Wood Products: If Not Here, Then Where (and Why). 11th Annual Foresters' Forum. Coeur d'Alene Resort. Coeur d'Alene, ID. February 8-10.
- 2011 LCA and the Development of Bio-Jet Fuel from Forest Residuals. NARA Bioenergy CAP Research program Kick-off Conference. Spokane, WA. 12-13 September.
- 2011 Assessing Builders Perceptions of Green Building Programs in Japan and China. Greenlamp Korean Study Tour. Seattle, WA. 30 August.
- 2011 Global Trade in Forest Products: Implications for China. Greenlamp Korean Study Tour. Seattle, WA. 30 August.
- 2011 Why Export? Diversifying Risk and Adding Value. Exporting Logs and Lumber Workshop. Yakama Nation. July 25.
- 2011 Global Trade in Forest Products: Implications for China. 4th International Conference and Technical Workshops of Sustainable Forests & Markets Development. Shanghai, China. June 21-23.
- 2011 An Assessment of the Green Building Programs in Japan and China: Opportunities for US Wooden Building Materials. WSU International Wood-Based Panel Conference. 5-7 April. Seattle. WA
- 2011 How CASBEE can provide Opportunities for US Value-Added Wood Exports. Evergreen Building Products Export Conference. March 3. Seattle, WA
- 2011 Status and Trends in the US Forest Products Industry. Intertribal Timber Council Workshop on Branding and Marketing Tribal Wood Products. 2-3 March. Seatac, WA.
- 2011 Tribal Interest in Participating in a Branding and Marketing Program for Tribal Forest Products: Results of a Survey. Intertribal Timber Council Workshop on Branding and Marketing Tribal Wood Products. 2-3 March. Seatac, WA.
- 2010 How to Green Up Green Building Programs. US-Japan Lumber Importers Association Conference. Tokyo, Japan. 7 December.
- 2010 Life Cycle Assessment and Green Building Programs. US-Japan-Canada Building Experts Committee Meeting. Vancouver, BC. October 18-19.
- 2010 Wood-Based Panel Markets 2009-2011. UNECE Timber Market Committee Conference. Geneva, Switzerland. October 12-13.

- 2010 US Green Building Programs: Using Life Cycle Assessment to Improve Environmental Performance. Society of Wood Science and Technology 53rd International Convention. Geneva, Switzerland. October 11.
- 2010 Builder's Perceptions of Green Building Programs: Japan and China. 3rd International Conference and Technical Workshops of Sustainable Forests & Markets Development. Beijing, Sept 7 – 8, 2010.
- 2010 Certified Wood in China and Vietnam: Benefits, Constraints and Drivers of Management Commitment. IUFRO World Congress. Seoul, South Korea. August 25-29.
- 2010 International Markets and Trade of Forest Products. Conference on Global Competitiveness of Hardwood Products: Strategies for Success in a Chinese Market. Landsdowne, VA. August 22-24.
- 2010 A Tale of Two Cedars: Two Cedars: Two Markets. International Symposium on Western Red Cedar and Yellow Cedar. University of Victoria, BC. May 24-28.
- 2010 Certified Wood Use in China and Vietnam. WA State Society of American Foresters 2010 Conference. La Conner, WA. May 12-14.
- 2010 Tribal Branding Project: Next Steps. 34th Annual National Indian Timber Symposium. Mescalero Apache Tribe, Mescalero, NM. 21 April, 2010
- 2010 Tribal Branding Survey Preliminary Results. 34th Annual National Indian Timber Symposium. Mescalero Apache Tribe, Mescalero, NM. 20 April, 2010
- 2009 An Update on the US Lacey Act. US-Japan Lumber Importers Association Conference. Tokyo, Japan. 8 December.
- 2009 Preliminary Results of a Survey of Japanese Homebuilders Perceptions of CASBEE-Sumai and the 200 Year House Program. Presentation to the Japan Housing Federation. US-Japan Wood Industry Mission. Tokyo, Japan. 8 December.
- 2009 Wood Based Panel Markets 2008-2009. UNECE Timber Committee Market Discussions. Geneva, Switzerland. October 13-14.
- 2009 Certified Wood Use in China and Vietnam. Forests, Markets, Policy and Practice Conference on Certified and Legal Forests and Forest Products: Harmonizing Policy and Practice. Shanghai, China, September 8-9.
- 2009 Awareness and Adoption of Certified Wood: A Categorical Modeling Approach. 63rd Annual Forest Products Society International Convention, Boise, ID. June 21-23.
- 2009 Emerging Power Builders: Japan's Housing Industry after the Lost Decade. 63rd Annual Forest Products Society International Convention, Boise, ID. June 21-23.
- 2009 Markets Happen: The Value of Diversifying Markets. Denman Forestry Lecture Series. Seattle, WA. 14 May.
- 2009 Markets Happen: The Value of Diversifying Markets. 33rd National Indian Timber Symposium. Lewiston, ID. 20-24 April.
- 2008 An Overview of the US Forest Products Sector. US-Japan Lumber Importers Association Conference. Tokyo, Japan. 9 December.
- 2008 Overview of Green Building Programs in the US and the Use of Certified Wood. Presentation to the Japan Housing Federation. US-Japan Wood Industry Mission. Tokyo, Japan. 9 December.
- 2008 Certified Wood Use in the US Housing Industry. Workshop on Green Building in the UNECE region. Rome, Italy. 20 October.
- 2008 International Markets for Wood-Based Panels. UNECE Annual Wood Market Conference. Rome, Italy. 21-25 October.
- 2008 International Markets for Western Red Alder. Annual Meeting of the Western Hardwood Association. Whistler, BC. July 11-14.
- 2008 Certified Wood Use in China. Western Forest Economists Meeting. WEMME, Oregon. May 7-9.
- 2008 North American Forest Products Exports: Recent Trends. 2008 OSB World Symposium and Exhibition. San Antonio, Texas. April 28th-May 1st, 2008.
- 2008 An Overview of the Japanese Post and Beam Construction System. Warm Springs Sawmill Management Team Meeting. Warm Springs, OR. 22 April, 2008.
- 2008 Exploring Exports in a Down Market. Intertribal Timber Council Operations Committee Meeting. Warm Springs, Oregon. 23 April, 2008.
- 2008 Through the Looking Glass: Why Exports Deserve Another Look. Wood Moulding and Millwork Producers Association Annual Meeting. Palm Desert, CA. 12-14 March, 2008.
- 2008 Why Export? Mitigating Risk by Diversifying Your Market Portfolio. Intertribal Timber Council Annual Meeting. Albuquerque, NM. 4-6 March, 2008.
- 2008 Certified Wood Use Within the Chinese Forest Products Industry. China Certified Conference, Beijing, China. 1-2 April, 2008.
- 2007 Economic Contribution of the Forestry and Forest Products Industry in Washington State. Testimony to the Washington State Senate Committee on Natural Resources, Ocean and Recreation. Olympia, WA. August, 2008.

- 2007 Economic Contribution of the Forestry and Forest Products Industry in Washington State. Testimony to the Washington State House Agriculture and Natural Resources Committee. Olympia, WA. June, 2008.
- 2007 Protecting the China Brand: Reducing Risks in International Markets. 2nd World Furniture Congress, Shanghai China. 11-12 September, 2007.
- 2007 Economic Contribution of the Forestry and Forest Products Industries in Washington State. BC Forum on Forest Economics and Policy. Vancouver, BC. 20 June.
- 2007 Economic Contribution of Washington Forest Products Sector to the State Economy. CFR Annual Update of Research. University of Washington, Seattle. May 17th.
- 2007 Trends in US Lumber Trade and Recent Developments. Western Forest Economists Meeting. WEMME, Oregon. May 7-9.
- 2007 Economic Contribution of the Washington Forest Products Industry. Western Forest Economists Meeting. WEMME, Oregon. May 7-9.
- 2006 An Update New Trends in the Japanese Market. Evergreen Building Products Association Annual Meeting. SeaTac, WA. 12 December.
- 2006 Economic Contribution of the Forestry and Forest Products Industry in Washington State: Policy Implications. College of Forestry Resources Third Forestry Forum. Blaine, WA. November 20-21.
- 2006 An Update of the US Housing Industry. US-Japan Industry Roundtable. Tokyo, Japan. November 16th.
- 2006 Perceptual Mapping for Wood Products Markets. Conference on Energy and Drying in the 21st Century. Forest Products Society. Bellingham, WA. November 15-17.
- 2006 Economic Contribution of the Forestry and Forest Products Industry in Washington State. Washington Forestry Roundtable. Seattle, WA. October 30-31.
- 2006 Panel Markets in North America and Europe. UNECE Timber Committee Market Discussions. Geneva, Switzerland, 3-4 October.
- 2006 New Product Repeat Purchase Diffusion Model for Forest Products. 60th International Convention of the Forest Products Society. Newport Beach, CA. June 25-28.
- 2006 Builders Use and Perception of Building Materials. 60th International Convention of the Forest Products Society. Newport Beach, CA. June 25-28.
- 2006 Distribution Systems for Value-Added Wood Products in China. 60th International Convention of the Forest Products Society. Newport Beach, CA. June 25-28.
- 2006 Builders' Preference and Perceptions of Engineered Wood Products. TECO Industry Advisory Council Annual Meeting. Madison, WI. 31 May – 2 June.
- 2006 Dynamics and Impact of Wood products Imports into the US. TECO Industry Advisory Council Annual Meeting. Madison, WI. 31 May – 2 June.
- 2006 Material Substitution in the US Residential Construction Industry. 40th International Wood Composites Symposium and Technical Workshop. Seattle, WA. April 10-12.
- 2006 Moderator. China's Boom: Implications for Investment & Trade in Forest Products and Forestry. Vancouver, BC. 18-20 January, 2006.
- 2005 Update on the CORRIM Research Agenda: Phase II. Presented to the Ministry of Agriculture, Fisheries and Forestry at the US-Japan 2005 Industry Mission. Tokyo, Japan. December 3rd.
- 2005 CORRIM: Conclusions and Future Research. Presented at the International Building Experts Committee-CASBEE Meeting. Tokyo, Japan. December 2nd.
- 2005 Overview of Green Building Programs in the US. Presented at the US-Japan Building Experts Committee Meeting. Chicago, IL. September 7th.
- 2005 The Fulbright Exchange Program and Developing the Research Proposal. Presentation at the UW Fulbright Information Seminar. Seattle, WA. August 4th.
- 2005 The Impact of China on the Forest Products Industry in the Pacific Northwest. Testimony before the US-China Economic and Security Review Commission. Seattle, WA. 13 January.
- 2005 An Overview of the Japanese Post & Beam Construction Method. Arlington Rotary Club Presentation. January 27th.
- 2004 Market Assessment of the Reform Market in Japan. Presented to the 21st CINTRAFOR International Forest Products marketing Conference. SeaTac, WA. September 27th.
- 2004 Does Wood Quality Really Matter to Home Builders? Presented to the Western Forestry and Conservation Association. Kamiche, WA. September 20-23.
- 2004 Market Opportunities for Wood Products from Alaska. Presented to the Sitka Chapter of the Society of American Foresters. Sitka, AK. 7 May.
- 2004 Current Issues in the International Forest Sector. Presented to the Washington State Legislative International Caucus. Olympia, WA. 20 February.
- 2003 Trends in Green Building Systems in the US. Presented to the Japanese Ministry of Agriculture, Forestry and Fisheries. US-Japan Forest Products Industry Mission. Tokyo, Japan. 10-11, Nov.
- 2003 International Markets, Products, and Forces Affecting the Future of the Forest Products Industry in Japan. Annual Meeting of the Pacific Logging Congress. Haipuna, Hawaii. 3-5 November, 2003.

- 2003 An Introduction to the Center for International Trade in Forest Products. Presented to the Official Delegation from the Chinese Academy of Forestry. Seattle, WA. 31 October.
- 2003 Niche Markets Worldwide for Forest Products. 20th Annual International Forest Products Marketing Conference. SeaTac, WA. 16-17 October, 2003.
- 2003 Impact of Material Substitution in the North American Forest Products Industry. Oregon Society of Certified Public Accountants Forest Products Conference, Eugene, Oregon. 27 June.
- 2003 The Role of Technology in the Japanese Market for Wood Products. 57th Annual Meeting of the Forest Products Society. Bellevue, WA. 23-26, June.
- 2003 Niche Opportunities for Alaska Yellow Cedar Products in Japan. 57th Annual Meeting of the Forest Products Society. Bellevue, WA. 23-26, June.
- 2003 A Market Segmentation and Analysis of Japan's Residential Post & Beam Construction Market. 57th Annual Meeting of the Forest Products Society. Bellevue, WA. 23-26, June.
- 2002 Market Outlook: Japan. Forest Industry Conference: Exploring New Paths; The North American Forest Industry in Transition. Vancouver, BC, Canada. 27-29 October.
- 2002 Japan: Are There Niche Markets? 19th Annual International Forest Products Marketing Conference, Seattle, Washington. 26-27 September.
- 2002 Some Considerations for the More Effective Production and Marketing of Non-Timber Forest products in the Philippines. 56th Annual Meeting of the Forest Products Society. Madison, WI. 23-26, June.
- 2002 Niche Market Opportunities for US Softwood Lumber in Japan. USDA Foreign Agricultural Service Cooperators Meeting. Tokyo, Japan. 5 June.
- 2002 A Marketing Overview of the Japanese Market for Softwood Lumber. Western Wood Products Association Annual Meeting. San Diego, CA. 4-6 March.
- 2002 An Assessment of European Lumber in Japan. Weyerhaeuser Company. Tokyo, Japan. 8 February.
- 2001 A Preliminary Competitive Assessment of the Japanese Market for Imported Softwood Lumber. Softwood Export Council Board of Director's Meeting. Portland, OR. 11 December.
- 2001 Impacts of the US-Canada Softwood Lumber Agreement: The Good, the Bad and the Ugly. Society of American Foresters-North Puget Sound Chapter. Bellingham, WA. 6 December.
- 2001 Outlook for the Japanese Forest Products Market. Forest Industry Conference: Exploring New Paths, From Logs to Market. Edmonton, Alberta, Canada. 21-23 October.
- 2001 Overview of the Potential Japanese Safeguard Action against Softwood Lumber Imports. 18th Annual International Forest Products Marketing Conference, Seattle, Washington. 24-26 September.
- 2001 A Technical Evaluation of the Market for US Wood Windows in Japanese Post and Beam Homes. 3rd Annual CINTRAFOR Asian Housing Export Conference, Seattle, Washington. 24-26 September
- 2001 An Overview of e-business in the Wood Products Industry. 5th Annual US Housing and Forest Resources Conference. Hotel New Otani, Tokyo, Japan. 15 June.
- 2001 A Summary of Japanese Softwood Lumber Imports. USDA Foreign Agricultural Service Cooperators Meeting. Tokyo, Japan. 14 June.
- 2001 Product Substitution in Residential Construction. West Coast Lumber Inspection Bureau Annual Meeting. Portland, OR. April 19-20th, 2001.
- 2001 An Overview of e-business in the Wood Products Industry. ITTO Experts Panel Meeting on the LUS Database. Forest Research Institute of Malaysia, Kuala Lumpur, Malaysia. February 26th-28th, 2001.
- 2000 Evaluating the North American-style 2x4 Construction System in Japan. 6th International Timber Construction Conference. Garmisch Partenkirchen, Germany. December 6th-8th, 2000.
- 2000 Technology Transfer in the Japanese 2x4 Residential Construction Industry. Canadian Forestry Industry Conference: Exploring New Paths, Branding Wood Products. Edmonton, Alberta. October 31st-November 2nd, 2000.
- 2000 Changing Trends in US Softwood Lumber Imports. North American Wholesale Lumber Association, Portland Regional Meeting. Portland, OR. September 26th, 2000.
- 2000 The Use of Substitute Building Materials in Residential Construction. California Forest Products Commission Board of Directors Meeting. Lake Tahoe NV. September 15th, 2000.
- 2000 The Case Study Technique and Its Use in Market Research. FPRDI Forest Products Marketing Seminar. Los Banos, Philippines. July 21st, 2000.
- 2000 Material Substitution in Residential Construction. 34th International Particleboard Composite Materials Symposium. Pullman, WA. April 3-6, 2000.
- 2000 Factors Influencing Softwood Lumber Substitution in Residential Construction. Western Wood Products Association Annual Meeting, San Francisco, CA. March 4-7, 2000.
- 2000 An Overview of the Japanese Market for Wood Products and the Impacts of Recent Regulatory Changes. Seattle World Trade Club. Seattle, WA. February 17th, 2000.
- 1999 Material Substitution in the Building Materials Sector. 16th Annual International Wood Marketing Conference. Seattle, WA. November 4-5, 1999

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- 2020 ***Thermal Modification of Small Diameter Aspen in Michigan***. Sponsor: USDA McIntire-Stennis program (\$73,281)
- 2019 ***Thermal Modification of Small Diameter Douglas-fir***. Sponsor: USDA WERC program (\$293,212)
- 2019 ***Sustainability and Development Resource Book: synthesizing outcomes of the Sustainable Development Goals***. Sponsor: UM Mcubed (\$60,000) **(Co-PI)**
- 2019 ***Panda Case Study***. Sponsor: UM Lieberthal-Rogel Center for Chinese Studies. (\$7,500) **(Co-PI)**
- 2019 ***Valuing Trees: Farmer Perceptions of Forest Trees Within the Cultivated Cocoa and Coffee Landscape***. Sponsor: Graham Sustainability Institute (\$10,000) **(Co-PI)**
- 2018 ***Thermal Modification of Blue Stained, Fire Killed Pine***. Sponsor: USDA WERC (\$266,790). **(PI)**
- 2016 ***Thermal Modification of Blue Stained, Fire Killed Pine***. Sponsor: USDA Federal-State Marketing Improvement Program (\$98,240) **(PI)**
- 2016 ***Evaluating the Impact of Japanese Trade Subsidies on the Competitiveness of North American Wood Exports***. Sponsors: Softwood Export Council (\$70,000) **(PI)**
- 2016 ***Testing the Effectiveness of Thermal Modification for Western Hemlock Lumber***. Sponsor: Amazon Catalyst Fund (\$26,312) **(PI)**
- 2016 ***Next Generation Cross Laminated Timber: Combining Thermal Modification and Carbon-based Nanoparticles***. Sponsor (USDA WERC (249,025) **(PI)**
- 2016 ***Market Analysis of the Japanese Remodel Market***. Sponsor: Evergreen Building Products association (\$23,000) **(PI)**
- 2015 ***UW CoMotion Presidential Innovation Fellow Grant***. Sponsor: Catalyst CoMotion Fund (\$5,000) **(PI)**
- 2015 ***Assessing the Potential Market for CLT in the Pacific Northwest***. Sponsor: Forterra (\$13,800) **(Co-PI)**
- 2015 ***Japan's Feed-in Tariff Program***. Sponsor: Softwood Export Council (\$23,000) **(PI)**
- 2014 ***Japan's Wood Use in Public Buildings Law***. Sponsor: Softwood Export Council (\$70,000) **(PI)**
- 2014 ***Assessing Export Opportunities for Tribal Wooden Gift Boxes in Japan***. Sponsor, USDA Federal-State Market Improvement Program (\$89,058) **(PI)**
- 2014 ***Waste-to-Wisdom: Utilizing Forest Residues for the Production of Bioenergy and Biobased Products***. Sponsor: US Department of Energy (\$733,025) **(Co-PI)**
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- 2013 ***Computer Technology for PCMI and CINTRAFOR Graduate Programs***. Sponsor: Student Technology Fund (\$16,030)
- 2012 ***Glulam LCA Update***. Sponsor: USDA Wood Utilization Lab (\$97,882) **(PI)**
- 2012 ***Legal Timber Policies: Expanding Markets for US Wood Products***. Sponsor: USDA Federal State Marketing Improvement Program (\$99,766) **(PI)**
- 2012 ***Global Hardwood Trends and Impacts: The Indian Market for Wood Products***. Sponsor: Forestry Innovation Investment (\$52,628) **(PI)**
- 2012 ***An Assessment of the Competitive Impact of the Forest and Forestry Revitalization Plan on US Forest Products Exports to Japan***. Sponsor: Softwood Export Council (\$55,000) **(PI)**
- 2012 ***Tribal IFMAT Data Analysis Project***. Sponsor: Intertribal Timber Council (\$9,600)
- 2011 ***National Needs Fellowship Grant***. Sponsor: USDA AFRI (\$202,500) **(PI)**
- 2011 ***System Metrics for Producing Bio-Jetfuel from Woody Biomass***. Sponsor USDA AFRI (\$3,642,327 from a total \$45 million grant to WSU) **(Co-PI)**
- 2011 ***Increasing Tribal International Marketing Capacity for Wood Products***. Sponsor: US Department of Commerce (\$176,423) **(PI)**

- 2011 **An Assessment of the Thai Market for Imported Logs and Lumber.** Sponsor: Softwood Export Council (\$9,900) [\(PI\)](#)
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- 2009 **Improving the International Competitiveness of Certified Wood Products.** Sponsor: USDA Cooperative State Research, Education, and Extension Service, International Science and Education Competitive Grant Program (\$149,625) [\(PI\)](#)
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- 2009 **WA State Forest Products International Competitiveness.** Sponsor: WA State CTED (\$102,000) [\(PI\)](#)
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- 2008 **WA State Forest Products International Competitiveness.** Sponsor: WA State CTED (\$103,000)
- 2008 **Competitiveness of International Forest Products.** Sponsor: USDA Cooperative State Research, Education, and Extension Service (\$197,544) [\(PI\)](#)
- 2008 **International Impact of the Russian Log Export Tariff: Opportunities for US Wood Products.** Sponsors: WWPA, WCLIB, PLIB, SFPA (\$19,900) [\(PI\)](#)
- 2008 **Assessment of the Japanese 2x4 Residential Construction Industry.** Sponsor: Evergreen Building Products Association (\$50,370) [\(PI\)](#)
- 2008 **Support for International Market Research.** Sponsor: Softwood Export Council (\$56,000)
- 2008 **Material Use in the US Residential Decking Industry.** Sponsor: FP Innovations (\$63,600) [\(PI\)](#)
- 2007 **WA State Forest Products International Competitiveness.** Sponsor: WA State CTED (\$102,000) [\(PI\)](#)
- 2007 **Support for International Market Research.** Sponsor: Softwood Export Council (\$48,000)
- 2006 **Life Cycle Analysis and the Japan Green Building Program (CASBEE-Home).** Sponsor: American Forest & Paper Association. (\$52,599) [\(PI\)](#)
- 2006 **Survey of Chinese Builders Perceptions of Treated Lumber.** Sponsor: Southern Pine Council (\$20,000)
- 2006 **Support for International Market Research.** Sponsor: Softwood Export Council (\$45,000)
- 2006 **Competitiveness of International Forest Products.** Sponsor: USDA Cooperative State Research, Education, and Extension Service (\$265,452) [\(PI\)](#)
- 2006 **Support for US-ChinaBuild Market Research and Program Administration.** Sponsor: Washington State Office of Trade and Economic Development (\$31,992).
- 2006 **China Non-Structural Wood Building Materials Market Study.** Sponsors: Evergreen Building Materials Association, Softwood Export Council, American Hardwood Export Council, and Southern Pine Council (\$79,000) [\(PI\)](#)
- 2005 **China Sourcebook Update: Doing Business in China.** Sponsor: WA State Department of Community, Trade and Economic Development (\$2,500).
- 2005 **Material Substitution in the US Residential Construction Industry.** Sponsors: Western Wood Products Association (\$2,500), West Coast Lumber Inspection Bureau (\$2,500), Pacific Lumber Inspection Bureau (\$2,500).
- 2005 **Distribution Channels for Value-Added Wood Products In China.** Sponsor: Evergreen Building Products Association (\$57,000) [\(PI\)](#).
- 2005 **Support for International Market Research.** Sponsor: Softwood Export Council (\$48,000)
- 2005 **Support for US-ChinaBuild Market Research and Program Administration.** Sponsor: Washington State Office of Trade and Economic Development (\$31,992)
- 2005 **Industry Support for CINTRAFOR Research Programs.** Sponsors: (Weyerhaeuser: \$35,000, Simpson Timber: \$3,000, Boise Cascade: \$15,000, Rayonier: \$500, National Association of Home Builders: \$500).

- 2005 **Competitiveness of International Forest Products.** Sponsor: USDA Cooperative State Research, Education, and Extension Service (\$255,383) [\(PI\)](#)
- 2004 **A Market Assessment of the Glulam Beam Industry in the US.** Sponsor: USFS Wood Utilization Center (\$30,000).
- 2004 **Support for US-China Build Market Research and Program Administration.** Sponsor: Washington State Office of Trade and Economic Development (\$31,992).
- 2004 **An Assessment of the Market Potential for Alaskan Species in Decking Applications in the US, Part II.** Sponsor: USFS Wood Utilization Center (\$10,000).
- 2004 **Market Opportunities for Value-Added Wood Products from Washington State.** Sponsor: WA State Office of Trade and Economic Development (\$71,892) [\(PI\)](#)
- 2004 **Assessing the International Competitiveness of Forest Products Companies in the State of Washington.** Sponsor: State of Washington (\$37,400).
- 2004 **Support for International Market Research.** Sponsor: Softwood Export Council (\$45,000)
- 2004 **Industry Support for CINTRAFOR Research Programs.** Sponsors: (Weyerhaeuser: \$35,000, Simpson Timber: \$3,000, Boise Cascade: \$15,000).
- 2004 **Competitiveness of International Forest Products.** Sponsor: USDA Cooperative State Research, Education, and Extension Service (\$238,829).
- 2003 **Support for US-China Build Market Research and Program Administration.** Sponsor: Washington State Office of Trade and Economic Development (\$31,992).
- 2003 **Support for International Market Research.** Sponsor: Softwood Export Council (\$44,000).
- 2003 **An Assessment of the Market Potential for Alaskan Species in Decking Applications in the US.** Sponsor: USFS Wood Utilization Center (\$20,000) [\(PI\)](#)
- 2003 **An Assessment of Public Forest Management Regulations in the Pacific Northwest and British Columbia.** Sponsor: Japan Wood Products Information Center (\$15,000) [\(PI\)](#)
- 2003 **Competitiveness of International Forest Products.** Sponsor: USDA Cooperative State Research, Education, and Extension Service (\$263,063) [\(PI\)](#)
- 2003 **Market Opportunities for Value-Added Wood Products from Washington State.** Sponsor: WA State Office of Trade and Economic Development (\$122,465) [\(PI\)](#)
- 2003 **Industry Support for CINTRAFOR Research Programs.** Sponsors: (Weyerhaeuser: \$35,000, Simpson Timber: \$5,000, Boise Cascade: \$15,000).
- 2002 **Support for International Market Research.** Sponsor: Softwood Export Council (\$32,000)
- 2002 **An Assessment of Trade Discrepancies in the Forest Sector.** International Tropical Timber Organization (\$10,000) [\(PI\)](#)
- 2002 **Market Opportunities for Value-Added Wood Products from Washington State.** Sponsor: WA State Office of Trade and Economic Development (\$102,500) [\(PI\)](#)
- 2002 **Global Emerging Markets Study: A Competitive Assessment of Global Markets for US Structural Softwood Lumber.** Sponsor: American Forest and Paper Association (\$94,000) [\(PI\)](#)
- 2002 **Competitiveness of International Forest Products.** Sponsor: USDA Cooperative State Research, Education, and Extension Service (\$267,661) [\(PI\)](#)
- 2002 **Survey of Green Building Codes for Residential Construction in the US.** Sponsors: APA-The Engineered Wood Association and Canadian Wood Council (\$10,000) and The Canadian Wood Council (\$10,000) [\(PI\)](#)
- 2002 **Survey of Japanese Opportunities for Western Red Cedar and Alaskan Yellow Cedar Trim and Sill Plates.** Sponsor: Alaska Manufacturers' Association (\$19,874) [\(PI\)](#)
- 2001 **Economic and Market Assessment of Small-Diameter Timber for Suburban Fencing.** Sponsor: USDA Forest Service, Community Assistance and Economic Action Programs (\$50,139) [\(PI\)](#)
- 2001 **Japanese Builders Use and Perceptions of Engineered Wood Products in Residential Construction.** Sponsor: American Plywood Ass'n.-The Engineered Wood Association (\$17,000) [\(PI\)](#)
- 2001 **Support for Japan Market Research (3 Trips).** Sponsor: Softwood Export Council (\$9,345.76)
- 2001 **A Competitive Assessment of the Japanese Forestry and Forest Products Sectors.** Sponsor: American Forest & Paper Association (\$57,658.80) [\(PI\)](#)
- 2001 **An Evaluation of the Technical Specifications for Structural and Non-structural Wood Products in the Japanese Residential Construction Industry.** Sponsor: Alaska Wood Utilization Research Center (\$28,387) [\(PI\)](#)
- 2000 **A Competitive Assessment of the Japanese Market for Forest Products.** Sponsor: Alaska Wood Utilization Laboratory (\$50,421) [\(PI\)](#)
- 2000 **Survey of International Opportunities for Alaskan Softwood Producers.** Sponsor: Alaska Department of Community and Economic Development (\$42,744)
- 1999 **A Technical Assessment of the Japanese Post and Beam Residential Construction System.** Sponsor: WA State Department of Community, Trade and Economic Development (\$49,509) [\(PI\)](#)

- 1999 **An Assessment of Market Opportunities for Alaskan Forest Products Exports.** Sponsor: Alaska Wood Utilization Research Center (\$9,758)
- 1999 **External Support for the CINTRAFOR Asian Housing Conference.** Sponsors: American Forest and Paper Association (\$2,000), Weyerhaeuser Company (\$2,000), and Wood Moulding and Millwork Manufacturers Association (\$1,000)
- 1999 **Support for Japan Market Research.** Sponsor: Softwood Export Council (\$18,145)
- 1999 **Impact of Market Changes on the International Competitiveness of the Canadian Forest Products Industry.** Sponsor: Canadian Embassy Faculty Research Grant (\$5,000) [\(PI\)](#)
- 1998 **Translation of Japanese MOC Housing Statistics.** Sponsor: Western Wood Products Association (\$3,000)
- 1998 **Market Opportunities for Non-Structural Value-Added Wood Products in S. Korea.** Sponsor: Western Wood Products Association (\$14,560) [\(PI\)](#)
- 1998 **An Assessment of the Korean Market for Structural Wood Products.** Sponsor: American Forest & Paper Association (\$14,060) [\(PI\)](#)
- 1998 **Exploratory Investigation of the Evergreen Partnership Membership.** Sponsor: Evergreen Partnership (\$4,500)
- 1998 **An Exploratory Assessment of the Timber Harvesting and Processing Technologies for the Changing Federal Timber Resources in the Pacific Northwest.** Sponsor: USDA Forest Service, PNW Research Station (\$6,658)
- 1997 **Diffusion of Wood Product Innovations in Residential Construction.** Sponsor: USDA Cooperative State Research, Education, and Extension Service (\$78,000) [\(PI\)](#)
- 1997 **Translation of North American Imported Homes Survey.** Sponsors: WA State CTED, Evergreen Partnership, AF&PA, WWPA, Armstrong Homes, US Construction Link, CINTRAFOR. (\$4,500)
- 1997 **An Exploratory Study of the Forest Products Industry in British Columbia.** Sponsor: Canadian Embassy Faculty Grant Program. (\$4,000)
- 1997 **A Comparative Cost Assessment of the North American and Japanese 2x4 Residential Construction Systems.** Sponsor: Washington State Department of Community, Trade, and Economic Development. (\$84,022) [\(PI\)](#)
- 1996 **An Assessment of Residential Contractors Perceptions of Western Red Cedar Siding in the Pacific Northwest.** Sponsor: Western Red Cedar Lumber Association. (\$8,000) [\(PI\)](#)
- 1996 **Higher Education Food and Agricultural Sciences National Needs Graduate Fellowships Grants Program.** Sponsor: US Department of Agriculture. (\$108,000) [\(PI\)](#)
- 1995 **An Evaluation of the Markets for Western Red Cedar Siding and Decking in the Pacific Northwest.** Sponsor: Western Red Cedar Lumber Association. (\$15,000) [\(PI\)](#)
- 1995 **A Comparative Assessment of North American and Japanese 2x4 Residential Construction Systems.** Sponsor: WA State Dep't. of Community, Trade and Economic Development. (\$2,000)
- 1994 **A Review of Material Substitution in the Residential Construction Industry.** Sponsor: Plum Creek Timber Co. (\$2,000)
- 1994 **An Assessment of Market Opportunities for Plantation Grown Clearwood Lumber.** Sponsor: USDA Pacific Northwest Research Station. (\$30,698) [\(PI\)](#)
- 1994 **Value-Added Wood Products Manufacturing Clusters in the PNW: Issues and Implications in Their Location and Development.** Sponsor: USDA Pacific Northwest Research Station. (\$15,008) [\(PI\)](#)

Professional Consultancies

- 2008-19 Wood-based Panel Markets in the EU Region. Lead Author. Client: UN Economic Commission for Europe (Geneva) and Food and Agriculture Organization (Rome).
- 2003-04 **An Analysis of the US Decking and Fencing Markets.** Client: Mendocino Forest Products, LLC.
- 2003 **Niche Opportunities for US Wood Products in Japan.** Client: Russ Taylor and Associates.
- 2002 **Identification of Trade Discrepancies in the Forestry Sector.** Client: International Tropical Timber Organization.
- 2001 **Evaluation of a Lesser-Used Tropical Timber Database.** Client: International Tropical Timber Organization.
- 2000 **A Characterization of the Mix of Sustainable Wood Products.** Client: Cascadia Consulting.
- 1999-00 **Marketing of Non Wood Timber Products in the Philippines.** Client: International Tropical Timber Organization/Philippines Forest Products Research and Development Institute.
- 1999-00 **Impact Of Increased Utilization Of Lesser Used Species: Draft ITTO Guidelines On The Conservation, Management And Sustainable Utilization Of Lesser Used Species.** Client: International Tropical Timber Organization/Timber Export Development Board of Ghana.
- 1996-97 **Marketing of Lesser-Used Tropical Hardwoods.** Client: International Tropical Timber Organization/Philippines Forest Products Research and Development Institute.
- 1994 **Material Substitution in the U.S. Residential Housing Market.** Client: Plum Creek Timber Company, Seattle, WA.
- 1993-98 **Marketing Strategies for Introducing Lesser-Used Tropical Timber Species.** Client: International Tropical Timber Organization/Forestry Research Institute of Ghana.
- 1992 **An Assessment of the Environmental Impact of the Furniture Industry in Ghana.** Client: U.S. Agency for International Development, Washington, DC.
- 1990 **Production and Trade in Tropical Hardwoods: An Asian-Pacific Case Study.** Client: Food and Agriculture Organization of the UN, Rome, Italy.
- 1989 **An Assessment of Potential U.S. Markets for Lenga (*Nothofagus pumilio*): A Lesser-Known Chilean Hardwood Species.** Client: Fundacion Chile, Santiago, Chile.

Mentoring

Graduate Students: I have chaired over 45 graduate student committees including 8 doctoral students.

Faculty and Post-Doctoral Researchers: I have mentored 4 post-doctoral researchers and 3 faculty members.