

EBPA - Evergreen Building Products Association

<u>Executive Summary</u>				
Applicant city/state	Portland, OR ep.org			
Industry	Building materials and architecture services			
Primary				
Secondary				
Other				
Target focus	<u>Market</u>	<u>Size</u>	<u>U.S. share</u>	
Primary	Japan	\$237,000,000,000	\$36,000,000,000	15%
Secondary				
Possible				
Project period start/end	2016 Jan 01	2019 Dec 31		
Exports to be generated:	<u>During project period</u>	<u>4-years after period</u>		
	\$71,030,000	\$82,300,000		
FedShare/match=total	\$299,775 /	\$795,583 =	\$1,095,358	27%
Key project elements	<ol style="list-style-type: none"> 1 Lead two trade missions per year to Japan for U.S. building materials suppliers, architects, and designers. 2 Conduct seminars about housing technologies, products, and designs for Japan's new home construction and remodeling industry. 3 Organize pavilions for U.S. building materials suppliers at two Japan trade shows per year. 4 Create matchmaking opportunities for U.S. companies with Japanese architects, builders, and wholesalers. 5 Conduct research to monitor and facilitate the removal of tariff and non-tariff barriers for U.S. softwood lumber and value-added wood products. 6 Conduct research about opportunities for U.S. building materials suppliers. Disseminate research through articles, seminars, and webinars. 			
Collaborators	<u>Organization</u>	<u>Name</u>	<u>Name</u>	
ITA	ITA/MAS	Gary Stanley		
	USEAC/Portland, OR	Jennifer Woods		
	USEAC/Seattle, WA	Bob Deane		
	CS/Otaka/Japan	Kazuhiisa Takabatake		
Other	Center for International Trade in Forest Products	Ivan Eastin, Director		
	State of WA, Dept. of Commerce	Mark Calhoon		
	Japan Imported Housing Industry Organization	Michiaki Hashimoto		
	Japan Imported Building Materials Forum	Chrys Kyuchi		

Part I: Project Narrative

Established in 1986, the Evergreen Building Products Association (EBPA) is a non-profit trade association of businesses, state agencies, and academia involved in international trade of U.S. building products services. EBPA activities are open to all U.S. companies. EBPA activities include international trade missions, trade show pavilions, educational activities in the U.S. for exporters (seminars, webinars, articles), inbound buyer missions, dissemination of trade leads, networking assistance with international and U.S. companies, and individual consultations, particularly new to market and SMEs. EBPA program participants include manufacturers and wholesalers of building materials used in residential and light commercial construction and design professionals.

With the help of an MDCP award, EBPA will work with ITA to create new opportunities for U.S. building materials exporters and architects in Japan's remodeling, earthquake resistant, and energy efficient building materials industry. EBPA holds twice annual trade missions to Japan. These missions include seminars about U.S. products and designs that can be used in residential and light commercial construction. The association is now working to access the new and very large home remodeling market, and the home resale market. These two markets were almost non-existent until the Government of Japan (GOJ), began developing the market during the last few years. EBPA is seeking a partnership with ITA to help us fund new programs and expand existing programs (seminars, networking receptions, roundtable discussions, and expand our reach in Japan (through to direct mailers to promote the seminars, press coverage in Japan, and trade show pavilions).

We are also seeking an MDCP grant to enable us to work with ITA to promote this joint ITA-EBPA program and to connect with U.S. companies who are not aware of the EBPA programs in Japan and the growing Japan remodel market. For example, as a result of a past MDCP award to help fund a China export program and its cooperation with ITA, EBPA has grown from an association that primarily served companies located in the Pacific Northwest, to an organization where companies from across the country participate. Funding from an MDCP will also help fund much needed research about Japan's non-tariff barriers, and emerging opportunities for U.S. building materials exporters.

As part of this award, EBPA will hold two trade missions and two U.S. pavilions at leading building materials trade shows in Japan each year. EBPA will also work with the Center for International Trade in Forest Products (CINTRAFOR) at the University of Washington to research and address existing and developing non-tariff barriers to U.S. softwood lumber and value added wood products imports. CINTRAFOR will conduct research into emerging opportunities and obstacles for U.S. exporters, which will be shared with ITA staff and members of industry via reports, articles, and seminars.

EBPA's Japan program will help achieve ITA priorities

EBPA Japan programs outlined in this proposal directly align with ITA priorities to: 1) Create or sustain U.S. jobs; 2) Create opportunities for construction products and design services; 3) Engage more U.S. companies in international trade shows and significant foreign outreach activities, 4) Help current exporters expand to more markets; 5) Address non-tariff barriers; and 6) Counter discriminatory trade policies.

EBPA activities are proven to prepare U.S. exporters for doing business in international markets and create sales opportunities. These sales directly support U.S. building materials manufacturing jobs, most of which are located in rural communities. For example, EBPA's fall 2014 Japan trade mission introduced the ten U.S. participants to over 234 Japanese builders, architects, remodelers, and distributors and resulted in direct sales results.

In addition to providing effective programs, affordable participation fees, extensive company counseling and assistance, EBPA programs are designed to help SMEs enter new markets and expand sales in existing markets. These factors have resulted in 90% of participants in EBPA programs being SMEs. The ability to work with ITA to make more companies aware of EBPA's Japan trade missions and trade show pavilions, will introduce more U.S. exporters to Japan's growing home remodel market.

This project will also help ITA address non-tariff barriers and discriminatory trade practices with help from research, builder surveys, and analysis. In 2014, CINTRAFOR was credited by the U.S. Embassy in Tokyo with helping to receive "local wood" recognition for Douglas fir in the Japan Wood Utilization Points Program (the program issued subsidies for the use of local Japanese lumber species) and to help the U.S. government avert the adoption of Japanese tariffs for U.S. wood products. U.S. exports of Douglas fir products increased \$14 million during the first four months of 2014 after Douglas fir received "local wood" recognition. In 2012, the FAS Agricultural Minister-Counselor praised CINTRAFOR for its research about the Forest and Forestry Revitalization Plan, calling it "highly beneficial to U.S. government and industry efforts to identify potential barriers to the export of U.S. wood products into Japan". And in 2004, CINTRAFOR research was credited by Suzanne Hale, FAS Agricultural Minister-Counselor with being "particularly helpful in averting Japan's proposed safeguard on wood products".

Trade activities to encourage the use of U.S. building materials and services in Japan, and work to ensure an open trade environment are vital to U.S. exporters and U.S. jobs. In Secretary Pritzker's October 21, 2014 speech to the American Chamber of Commerce in Japan, she noted that Japan is a key partner in the goal to rebalance relations and export trade between the U.S. and the Asia-Pacific region. Secretary Pritzker stated "...my emphasis is on the economic dimension of the re-balance. This dimension involves deepening trade and investment ties with existing partners, especially Japan. It also requires working multilaterally to build both the physical and soft infrastructure that is necessary for the growth of America's emerging partners in the 21st century."

According to ITA, the organization anticipates a significant increase in a range of building materials, as a result of the elimination of tariff and non-tariff barriers with a successful Trans Pacific Partnership (TPP). EBPA Japan trade activities outlined in this application directly support ITA's goals to create opportunities in this sector and to continue to identify and address tariff and non-tariff barriers.

Competitive position of U.S. industry and market potential:

EBPA has identified Japan's construction industry, particularly the remodeling, earthquake resistant, and energy efficient products market, as strong markets with rising sales of U.S. products and services for the following reasons: 1) The Government of Japan (GOJ) has stated that 10 million Japanese homes need to be rebuilt or modified with energy efficient and earthquake resistant products; 2) The GOJ aims to

increase the size of the **remodeling market from \$75 billion in 2010 to \$150 billion by 2020**; 3) The GOJ aims to increase the size of the **home resale market from \$50 billion in 2010 to \$100 billion by 2020**; 4) Japan is a high value market for commodity and value-added products and they have demonstrated that they purchase more expensive U.S. products over those of less expensive competitors’.

Japan’s Housing Market is Vital to Maintaining and Increasing U.S. Building Materials Exports

Japan is the fourth leading international market for U.S. building materials. In 2013, the U.S. exported \$2.6 billion in building materials to the country. As shown in Table 1, U.S. building materials exports to Japan across all leading product categories (except glass) have increased from 2009 to 2014. Japan’s \$237 billion construction and building materials market is one of the largest in the world and demand is projected to continue to increase due to demand, with 860,000 housing starts forecast for 2016 - related to the 2020 Olympics, rebuilding after the 2011 tsunami and replacement of old housing^{1 2}. At the same time, many of the world’s leading housing markets, including China and the EU, have declined recovery in those markets is projected to be slow, underscoring the need to diversify to growing market segments³.

U.S. products are well equipped to compete in this market. U.S. products are valued in Japan for their quality, third party certification, and consistent supply. Japan is one of a handful of U.S. trading partners that will pay a premium price for high quality products. For example, U.S. lumber mills produce a superior grade of lumber sold to Japan in response to Japanese importer and builder standards. The unit value for softwood lumber exported to Japan is also higher than any of the other major U.S. export markets, by a wide margin. Japanese imports of U.S softwood lumber average \$624 per cubic meter, compared to \$256 and \$254 for Canada and China, respectively (the second and third markets by unit value)⁴. Japan also has requirements for VOC emissions, fire codes, and other third party certification, which benefit U.S. products since many already meet these requirements under U.S. product standards.

Table 1. Leading U.S. Building Materials to Japan, 2009-2014.⁵

Product	2009	2010	2011	2012	2013	2014	5-year change
Wood	511,940,038	624,440,732	718,132,286	708,218,279	832,916,526	798,118,825	9.29%
Lighting, Appliances	329,617,085	381,937,567	391,729,337	420,832,362	404,173,186	571,907,073	11.65%
Non-ferrous Metal	141,856,245	185,204,341	260,440,596	299,842,769	339,047,400	407,973,545	23.53%
HVAC	258,002,524	309,335,869	370,927,003	403,128,675	378,906,284	386,817,707	8.44%
Iron and Steel	108,660,886	161,701,537	155,518,882	151,471,791	159,647,268	152,260,380	6.98%
Paints, Adhesives	61,133,723	70,873,131	77,877,670	73,654,271	84,752,714	90,483,331	8.16%
Insulation	16,310,970	25,399,663	39,109,444	24,656,575	32,993,720	32,881,331	15.05%
Glass	31,581,603	34,983,907	35,098,254	36,898,000	26,718,805	21,882,294	-7.08%
Windows and Doors	16,225,702	17,150,713	17,971,084	16,265,926	17,913,075	18,273,466	2.41%
Concrete, Tile, Plasterboard	10,718,682	10,833,246	12,162,734	16,072,430	17,711,614	15,051,340	7.03%
Plumbing	11,035,672	10,029,229	10,027,673	10,261,322	10,713,761	12,023,574	1.73%

¹ Korea International Trade Association. 2014. The Expansion of Japanese Construction.” http://www.kita.org/engapp/board_view.jsp?no=1655&grp=S2&code=S2001

² Timwood AB. 2013. “Global Trends in Wood Products”. Stockholm, Sweden.

³ Standard and Poors. 2015. Europe's Housing Markets May Be On A Slow Path To Recovery. http://www.standardandpoors.com/spf/upload/Ratings_EMEA/EuropensHousingMarketsMayBeOnASlowPathToRecovery.pdf

⁴ Foreign Agriculture Service. 2014. Global Agricultural Trade System. [Online]: <http://apps.fas.usda.gov/gats/default.aspx>

⁵ U.S. International Trade Administration. 2014. Foreign Trade Division Data Report.

Stone	2,309,712	2,042,260	2,279,827	2,946,993	8,245,718	7,160,896	25.40%
Total	1,526,070,717	1,872,243,046	2,133,277,452	2,214,768,047	2,351,600,646	2,554,368,267	10.85%

Source: U.S. International Trade Administration

Japan’s Remodeling Market is Projected to Increase from \$50 billion in 2010 to \$150 Billion in 2020

Industry experts forecast that Japan’s remodel market will increase dramatically over the next several years as part of Abe’s New Growth Strategy to stimulate the economy and improve construction quality and longevity. The average lifespan of homes in Japan is 27 years, compared to 64 years and 84 years in the U.S. and U.K., respectively⁶. The Japan Ministry of Land, Infrastructure, Transport and Tourism (MLIT) stated that to reduce housing lifecycle costs and stimulate demand for pre-owned housing, Japan must shift from a "build and scrap" strategy to durable construction practices.

MLIT projects that the remodel market will increase from \$50 billion (¥6 trillion) in 2010 to \$150 billion (¥12 trillion) by 2020⁷. Of Japan’s 57 million homes, 10 million were built before 1981, when earthquake resistant standards were implemented, and they are considered unsafe, poorly insulated, and need to be replaced. While there is growing interest among consumers in remodeling, many are dissuaded by a lack of financing available for remodeling, a tax system that taxes remodelers for products and then taxes consumers again for the finished remodel project, and a past trend of homes devaluing over time. MLIT plans to change this by making financing and subsidies available and developing the resale market.

MLIT has identified six components for long lived homes that directly benefit U.S. suppliers and designers. These criteria include: 1) the use of earthquake resistant materials; 2) the use of decay resistant structural members; 3) remodeling flexibility; 4) barrier free design; 5) energy saving; and 6) easier maintenance and remodeling flexibility⁸. All of these priorities align with the benefits and qualities of U.S. wood frame construction systems and materials, U.S. energy efficient building products standards (Energy Star), and ADA design standards and design expertise. MLIT aims to achieve these goals by instituting subsidies, tax changes, and education programs. MLITs education programs teach builders about products and designs that help build high quality, energy efficient and safe homes.

All of these MLIT programs will increase demand for: 1) traditional building materials; 2) energy efficient products such as HVAC systems, insulation, solar systems, energy efficient windows; 3) energy saving appliances and lighting; 4) primary processed products such as high performance glass for the Japan window manufacturing industry; and 5) softwood lumber used in the new construction and remodeling. Since remodeling is a new concept for most construction professionals in Japan, there is also a great demand for education and expertise experts in the areas of design, business management, quality control, inspection, and building codes. EBPA has seen a rapid increase in requests from Japanese associations for information about U.S. remodeling building codes, inspection systems, business models, and designs and materials.

⁶ Yano Research Institute. 2013. Home Renovation Market in Japan: Key Research Findings. Tokyo, Japan.

⁷ Lixil. 2014. Lixil’s Home Renovation Strategy. http://www.lixil-group.co.jp/e/special_topics/09.htm

⁸ Japan Federation of Housing Organizations. 2014. A Presentation on the State of Housing in Japan. February 5, 2014. Japan Federation of Housing Organizations. IHA Annual Meeting. Las Vegas, NV.

Government of Japan Subsidies and Programs to Increase Energy Efficiency Renovations and New Construction will Stimulate Demand for Energy Efficient Building Materials from the U.S.

Government of Japan subsidies to improve energy efficiency in residential construction directly benefit U.S. suppliers of energy efficient building materials, insulation, heating and cooling systems, and appliances and lighting.

According to MLIT, Japanese homes use 1.5 times the energy for hot water and lighting & home appliances than other industrialized nations and in 2012, Japanese consumers spent 6.2% of their household income on home energy bills, compared to the U.S (4.1%) and UK (3.8%). To improve the energy efficiency of its housing stock, the GOJ updated the Energy Conservation Law in 2012 with the following goals to be achieved by 2030⁹:

1. **Promote construction of houses with higher energy efficiency performance.**
2. **Assure minimum energy efficiency for all new houses.**
3. **Improve energy efficiency of existing homes and buildings.**
4. **Increase the capabilities of individuals and organizations.** Includes training courses for small and medium sized builders about insulation techniques, improving the quality of building materials available, increasing the capabilities of energy efficiency assessors, and to develop evaluation methods for energy efficiency in traditional wood homes.

In 2012, MLIT adopted the Existing Home and Home Remodeling Market Expansion Plan to reduce housing lifecycle costs by improving existing homes' energy efficiency and quality. The GOJ allocated \$25 million (¥2 billion) in 2014 and \$36.1 million (¥3 billion) in 2015 to provide homeowner subsidies. In February 2015, homeowners began receiving rebates up to one-third of the cost of renovations to improve a home's earthquake resistance, energy performance, or accessibility. Eligible energy projects include installation of energy efficient windows, insulation, HVAC systems, and lighting and appliances. Most eligible homes will receive \$9,596 (¥1 million). Homes that are brought to energy saving and quality conditions comparable to new construction, receive up to \$25,000 (¥2 million). Since the program started in 2013, 14,700 homes have received subsidies⁸.

In 2014, MLIT also restarted the Housing Eco Points Program (HEPP). The program awards home buyers 300,000 points (valued at one Japanese yen per point or US\$3,000) for new homes that satisfy top runner" (designation for highest energy efficiency products on the market) or equivalent energy efficiency, and for energy efficient renovations such as installation of energy saving windows, appliances, solar panels and insulation. While top runner classification is not a requirement now, industry experts widely believe that it will be mandated in the near future. The program awards an additional 150,000 points for renovations to enhance earthquake performance.¹⁰

Government to Double the Size of the Home Resale market to \$100 billion by 2020 – Increases Demand for Building Materials and Services

Another priority for the GOJ is to increase the home resale market, and it has set a goal of doubling this

⁹ Nakagami. 2014. Present Status of Energy Efficiency and Conservation Policies in Japan. ICEF the 1st Annual Meeting Concurrent Session. Tokyo, Japan. [Online]: www.icef-forum.org/annual_meeting/speakers/concurrent4/pdf/HidetoshiNakagami.pdf

¹⁰ Lawlor, Shawn. 2015. MLIT Announces Housing Eco Point Program for 2015. CanadaWood. [Online]: <http://canadawood.org/blog/?p=5796>

market to \$100 billion (¥8 trillion) by 2020 as a means of stimulating the economy and moving away from the tradition to scrap and rebuild old homes¹¹.

Pre-owned home sales in Japan account for just 10% of the housing market, compared to 80-90% in the U.S. Although there is growing demand from consumers for relatively less expensive existing homes, more than half require work such as earthquake-retrofitting, improvements to HVAC systems and insulation, or upgrades to make them barrier-free for older occupants. The median cost of renovations was recently estimated at \$72,289 (¥6 million). Buyers who want to renovate a newly purchased home typically must get a separate loan at a higher interest rate to pay for renovations - a major hindrance to the growth of the resale market.

As part of a plan to boost the resale and remodel market and lower the number of vacant homes across Japan, the GOJ is planning to offer lower interest rates on mortgages that include a component for renovations and tax benefits for buyers of pre-owned homes. The Japan Housing Finance Agency's 'Flat 35' home loan, offers interest rates as low as 1.69%. The loan is currently issued to new and currently-owned older homes, but analysts believe it will soon be expanded to provide financing for renovations at the time of purchase.

The GOJ is also eliminating some real estate taxes to eliminate double taxation. Currently, when a real estate company or renovation company purchases a property, renovates it and then sells it to a private buyer, the government collects real estate registration taxes twice in a short period of time (once from the renovation company and once from the consumer who purchases the property). In 2014, the MLIT lowered the real estate registration tax rate for consumers from 0.3% to 0.1%. This tax was extended to last through 2016 although MLIT is considering an exemption to the real estate acquisition tax for real estate and remodeling firms.

Lack of Regulations in the Remodeling Sector Creates Demand for U.S. Expertise

While Japan's remodeling industry is poised to grow exponentially, there is no regulatory supervision for remodel projects, resulting in incidences of substandard construction. The National Consumer Affairs Center of Japan handled more than 13,000 reform-related complaints in 2011, twice as many as it did in 2010¹². These range from billing fraud to incorrect structural work.

According to Japanese building codes, remodeling work is not required to be inspected by authorities unless "it affects the integrity of the structure." According to a recent article in Tokyo Shimbun, much reform work does affect the structure, even if it wasn't the intention. The article describes a Nagoya woman whose condo became virtually unlivable after a reform company replaced her floors and windows; however, she couldn't sue because there was no contract¹².

¹¹ N.A. Japan Property Central. 2014. Tax Breaks and Better Home Loan Rates to Boost Japan's Second Hand Home Market. [Online]: <http://japanpropertycentral.com/2014/08/tax-breaks-and-better-home-loan-rates-to-boost-japans-second-hand-home-market/>

¹² Philip and Masako Tsubuku. 2014. When remodeling isn't quite a home improvement. The Japan Times. [Online]: http://www.japantimes.co.jp/community/2013/04/02/how-tos/when-remodeling-isnt-quite-a-home-improvement/#.VPntRvnF_V8

Because Japan has very limited experience with remodeling, builders and government representatives are actively seeking information about U.S. building codes for remodeling work, code enforcement, training and liability for home inspectors, and remodeling design and construction techniques. EBPA seminars in Japan (featuring U.S design and construction experts, reverse trade missions, and articles) have educated builders and architects about remodeling, energy efficient designs and products, accessible design, and products and methods for improving housing quality and durability. EBPA and CINTRAFOR, with their relationships with the ITA, the U.S. Embassy in Tokyo, and the University are viewed as unbiased resources for information. Through the MDCP program, EBPA plans to continue to provide needed education for Japanese construction professionals.

Tariff and Non-Tariff Building Codes Limit Opportunities for U.S. Softwood products

Japan’s tariff and non-tariff barriers have a long history of limiting market access for U.S. softwood lumber and engineered wood products suppliers. These tariffs significantly affect the \$852 million U.S. softwood wood products industry (2015 exports to Japan) and the 103,000 U.S. jobs that rely on the industry. According to ITA’s 2014 National Trade Estimate Report on Foreign Trade Barriers “Japan maintains tariffs on imports of certain manufactured wood products, which remain of serious concern to the U.S. Government.”¹³

Japan is vital to the U.S. softwood industry. It is the third largest market for U.S solid wood exports, with a 9.8% market share. Between 2009 and 2013, U.S. exports of solid wood product to Japan increased by 64.6% (Table 2). Globally, Japan is the third largest importer of solid wood products (10.5% of total global imports), behind China (13.1% share) and the U.S. (11.3% share)¹⁴.

Table 2. U.S. solid wood exports have increased by 44% since the housing crisis of 2009 (US\$1,000).

	2008	2009	2010	2011	2012	2013
World	\$6,506,318	\$5,216,372	\$6,779,812	\$7,586,997	\$7,585,569	\$8,673,932
Canada	\$2,201,700	\$1,751,994	\$2,101,045	\$2,116,672	\$2,174,976	\$2,212,244
China	\$520,481	\$545,207	\$1,160,394	\$1,914,206	\$1,635,601	\$2,348,471
Japan	\$725,563	\$517,450	\$633,761	\$733,384	\$729,880	\$851,963

Source: *Global Trade Atlas*. 2015.

Most of Japan’s imported and domestically produced lumber is used in its housing market. In 2013m 56% of the new homes in Japan built using wood. This reliance on imported wood has always caused tension in Japan where forests cover two-thirds of the country and there is an extensive sawmill industry dominated by small, rural sawmills that use inefficient and outdated technologies. Relatively high production costs have made domestic logs and lumber uncompetitive on a global scale. As a result, lower cost , higher quality imported wood products have become an important source of supply for Japan¹⁵.

The Japanese government and the forest products industry have tried a number of strategies to improve the competitiveness of the forestry and sawmill sectors. Despite the closure of more than 13,000

¹³ International Trade Administration. 2014. National Trade Estimate Report on Foreign Trade Barriers. [Online]: <https://ustr.gov/sites/default/files/2014%20NTE%20Report%20on%20FTB.pdf>

¹⁴ Global Trade Atlas. 2014. USDA Foreign Agricultural Service.

¹⁵ Ministry of Agriculture, Forestry and Fisheries 2011. 84th Statistical Yearbook of MAFF. Tokyo

sawmills over the past twenty five years (the number of sawmills has dropped from 20,256 in 1983 to 5,927 in 2012), and the adoption of a series of regulatory initiatives and subsidies, the Japanese sawmill industry remains uncompetitive and continues to be plagued by small, inefficient sawmills¹⁶.

Since 2009 there have been five major programs implemented to subsidize the increased use of domestic wood in Japan. These directly limit the free trade of U.S. softwood products.

Long-Term Superior Housing Program: MLIT and the FA instituted subsidies to builders up to U\$3,000 for structural lumber and \$3,000 for lumber used in interiors to promote the use of domestic wood built under the 200 Year House Program.

Promotion for the Use of Wood in Public Buildings Law, implemented in October 2010, requires all central and local government buildings (up to 3-story buildings and less than 3,000 m²) to be constructed with wood, or utilize wood for the interiors. MLIT and the FA implemented programs that subsidize the use of domestic wood in public building projects. These programs have been very effective. A recent analysis of wood used in public building projects showed that in 2010, 2011 and 2012, the ratio of domestic wood used in public projects was 88%, 85.8% and 86.5%¹⁷.

Forest and Forestry Revitalization Program: The FA has provided hundreds of billions of yen in subsidies for forest harvest activities and to expand and upgrade the wood manufacturing sector to increase the market share of domestic wood from 26% to 50% by 2020¹⁸.

The Feed-in Tariff System subsidizes the removal of forest residuals for the production of renewable energy and requires the energy sector to include specific level of renewable energy within their energy portfolio. The program aims to use up to 20 million cubic meters of forest thinnings annually by 2020¹⁵.

The Wood Use Points Program (WUPP) was developed by the FA in late 2012. The WUPP expanded the extensive system of programs, policies and subsidies designed to increase the volume of timber harvested from domestic forests while promoting the increased use of domestic wood in residential construction. The ¥41 billion (US\$432 million) WUPP program awarded 300,000 points per eligible post and beam home (1 point = 1 yen) and could subsidize the use of domestic wood in over 135,000 homes in 2013 (approximately 28% of total wooden housing starts based on 2012 data). The WUPP was awarded in addition to existing subsidies offered by prefectures (43 of 47 prefectures offer subsidies to home builders who use domestic wood). By combining WUPP with existing prefectural subsidies, the FA developed a program that would strongly favor the use of domestic wood over imported wood in the post and beam construction sector.

According to the Forestry Agency the Wood Points program *“will boost the demand for local wood products. In this program, points are granted for wooden houses, wooden products, etc. that use local*

¹⁶ Eastin, I.L. 2013. Wood Manufacturing in Japan. CINTRAFOR News Summer. Pages 1, 2-8.

¹⁷ MLIT (2013) The Current Situation of Wood Utilization by Ministry of Land, Infrastructure and Transportation. [in Japanese] <http://www.mlit.go.jp/tec/kankyuu/mokuzai/H24.pdf>

¹⁸ MAFF 2011, 2012, and 2013. Annual Report on Forest and Forestry in Japan, Fiscal Year 2011, 2012, and 2013 (Summary). 34 pages.

wood products. In order to achieve the 50% self-sufficiency ratio of wood use by 2020, as stipulated in the “Basic Plan for Forests and Forestry,”¹⁹

The USTR noted the WUPP as a priority in negotiations with the GOJ. In the USTR *Japan Report* it notes “The U.S. Government has raised strong concerns about the WUPP as a subsidy that appears to promote the use of domestic Japanese wood products over imported wood products and will continue to urge Japan to address concerns regarding possible discriminatory treatment of imported wood products under the WUPP.”²⁰

Due in part to research and work completed by CINTRAFOR, the American Softwoods (AMSO) Tokyo office, and the U.S. Embassy in Tokyo, this issue was resolved in December 2014. CINTRAFOR staff developed documentation required by the FA to have a foreign species recognized as domestic species. As a result, U.S. Douglas fir was the first and only imported species to be approved as a “local wood” species under the WUPP scheme, and therefore eligible for builder subsidies.

In recognition of CINTRAFOR’s contribution, the Minister-Counselor for Agricultural Affairs at the US Embassy in Japan sent a letter of thanks dated February 6, 2014 that read in part: “The research, market knowledge, and strategic focus of the CINTRAFOR team have set the U.S. efforts apart from those of other exporting nations. Over the course of more than six months, CINTRAFOR compiled and analyzed data explaining the critical importance of U.S. Douglas-fir exports to the Japanese market. And after gaining initial approval, the CINTRAFOR team then replicated its efforts and application materials for each of the forty-seven prefectures. While competitors concede that their products will not benefit from the WUPP, Japanese demand for U.S. Douglas-fir is expanding”.

“In 2013, Japan remained the third largest importer of U.S. wood products globally. And in spite of an exchange rate that has made imports more than 20 percent more expensive, U.S. softwood exports have seen double digit growth over the last twelve months. As Douglas-fir products make up over 95 percent of U.S. softwood exports to Japan, the inclusion of U.S. Douglas-fir in the WUPP has ensured that this domestic subsidy does not sap the strength of U.S. forest products exports to Japan in 2014.”

These subsidy programs, which were designed to specifically increase the market share of domestic wood in Japan (particularly in the important post and beam housing sector), adversely impact the competitiveness of imported wood and have serious implications for forest products manufacturers in the U.S, many of whom are located in rural, timber-dependent communities and who have been particularly hard hit by the weakness in US housing starts. As shown by the success with the WUPP, U.S. organizations like CINTRAFOR and EBPA can help the U.S. government successfully resolve these trade barriers.

¹⁹ Forestry Agency 2013. Forestry Agency Draft Outline of Wood Points Use Program. COFI translation. 21 pages.

²⁰ Office of the U.S. Trade Representative. 2014. Japan Country Report. [Online]: <https://ustr.gov/sites/default/files/2014%20NTE%20Report%20on%20FTB%20Japan.pdf>

EBPA programs are an efficient use of government funds and EBPA is a strong ITA partner. CINTRAFOR has been credited with helping the U.S. government avert Japan tariffs affecting U.S. wood products EBPA has proven that it is an excellent example of a strong, mutually beneficial relationship between industry and government through its work with ITA on the US-China Build Program (USCB) and a proven track record of generating sales opportunities for U.S. exporters. During the program's second completed grant (2008-2013), USCB activities generated \$212,297,993 in sales revenue reported by U.S. program participants. **This is a return on investment of \$1,432 for each dollar of ITA funding.** From 2013-2015, the USCB program generated \$122 million - **a return on investment of \$606 for every dollar of ITA funding.**

EBPA has an excellent working relationship with Gary Stanley, Director, Forest Products and Building Materials Division, with the ITA Office of Industry & Analysis, FCS-Osaka staff, and staff at nationwide U.S. Export Assistance Centers. EBPA actively serves on the ITA Design and Construction Team as a private sector representative and is a regular participant in ITA seminars. Most recently, the EBPA director was a featured speaker in the ITA International Trade Seminar at the January 2015 National Association of Home Builders Show. EBPA also regularly features ITA and FCS staff in EBPA seminars. In 2013, EBPA held exporter seminars in Portland, OR and Seattle, WA that included DAS Brown and Mr. Stanley, and organized manufacturing plant visits and meetings with U.S. exporters for Ms. Brown and Mr. Stanley.

The EBPA director has spoken to Mr. Stanley, Bob Deane (Seattle USEAC), Jennifer Woods (Portland USEAC), and Mr. Kazuhisa Takabatake at the FCS-Osaka about elements of this proposal. Based on these conversations EBPA is confident that the objectives of MAS and EBPA's Japan program are mutually supportive and beneficial. EBPA staff share export sales results and updates on building code developments with ITA staff, and EBPA collaborates with ITA to promote the organizations' programs, and provide U.S. companies with market information, trade leads, and assistance. FCS staff are often featured at EBPA export market seminars and ITA activities and articles are included in EBPA newsletters. A strong part of EBPA's services is directing U.S. companies to government assistance programs such as ITA's Gold Key, International Partner Searches, STEP, and Made in America grants.

Work Plan

EBPA's work plan is based on activities that are proven to generate sales, help U.S. exporters develop supplier relationships with Japanese builders and distributors, and educate Japanese builders, architects, and government representatives about new and remodeled housing products and technologies that extend the performance and longevity of wood frame housing.

1. Japan Trade Missions and Seminars

EBPA will conduct two trade missions per year. Each mission will include seminars in three first and second tier cities. These seminars will present information about U.S. building products and designs that can be used in new and remodeled home projects to improve the performance, earthquake resistance, and marketability. Seminars will feature industry experts and U.S. company representatives in presentations, product demonstrations, and displays. In addition to seminars, each mission will include roundtable discussions and networking receptions with builders, architects, remodelers, and imported building material distributors to discuss market trends and to establish business contacts.

EBPA will recruit U.S. participants, coordinate mission logistics, recruit Japanese attendees, and assist U.S. companies in their participation. EBPA expects that ten U.S. companies and 175-250 Japanese builders, architects, remodelers, and importers will participate in each mission.

2. Trade Shows

Japan Home Show – Tokyo, Japan

(October and November, alternating years)

The 38 year Japan Home & Building Show is the largest housing and building industry trade fair in Japan. It attracts approximately 35,000 Japanese and other international visitors. The show includes the 3rd annual Smart House & Eco-House and 10th annual Building Materials and Furniture Exhibitions. EBPA will organize a U.S. pavilion at the show featuring a mix of booths and table top displays.

Japan Architecture & Construction Show– Tokyo, Japan

March 3-6, 2016 (March 2017 and March 2018)

The 22 year Architecture & Construction Materials Show (ACMS) is one of Japan’s largest and most well attended construction and building materials trade shows with 95,000 visitors annually. The show attracts large numbers of architects, engineers, contractors, real estate developers, and trading companies involved in medium-to-large scale residential and commercial projects, including: hotels, condominiums, hospitals, light and heavy commercial buildings, schools, and single family residences. EBPA will organize a U.S. pavilion at the show featuring a mix of booths and table top displays.

3. Pre-Mission and Trade Fair Counseling with U.S.

Exporters

EBPA counsels U.S. exporters who have registered for, or expressed interest in doing business in Japan. EBPA works closely with the representatives in the Seattle, WA and Portland, OR USEACs, and with other USEACs to provide counseling and resources to exporters. Upon registering a company for an event, EBPA will coordinate with each firm’s USEAC, so that each company is aware of ITA services and connected with their USEAC. Upon completion of the trip, EBPA will contact the company each quarter to collect sales results. These results will be shared with ITA and the participants’ local USEAC. The EBPA Japan and U.S. representatives in Tokyo also actively work with the FCS-Osaka representative to promote EBPA and ITA events in Japan.



U.S. companies met with 234 Japanese construction professionals at seminars, roundtable discussions, and receptions during the fall 2014 EBPA trade mission.



Table top displays feature U.S. product samples.

4. Outreach to Increase U.S. Industry Involvement in EBPA's Japan program

Within weeks of receiving and MDCP grant, EBPA will begin a promotional campaign to generate company interest. This will include webinars, seminars, and email newsletters, and phone and email recruiting (detailed below). EBPA role on the ITA Design and Construction team enables the association to enlist help from nationwide USEACs to distribute information. Based on lists of current EBPA Japan participants, and surveys of companies who have expressed interest in EBPA Japan activities, the association has identified 29 companies who are committed to participate in Japan programs and 13 companies who are "interested". Seventy six percent of these companies are SMEs (Table 3).

U.S. Seminars and Webinars (four per year) - EBPA currently holds two seminars each year for U.S. exporters. These are used to educate exporters and promote EBPA trade missions, trade fair pavilions, and ITA programs. EBPA will use these two seminars and two webinars to share information about Japan's construction and remodeling and new home market, results of builder surveys, export financing, and ITA services for exporters. EBPA, ITA, and FCS staff and members of industry will be speakers.

U.S. E-newsletter – EBPA's English e-newsletter includes information about international construction markets, codes and standards, ITA export assistance programs, and USCB activities. It is distributed by email to a national database and to staff at nationwide USEACs.

Multi-lingual USCB Website - The English, Japanese and Chinese language EBPA website is used to promote activities and disseminate information to professionals in the U.S., Japan, and China.

5. Policy and Market Research

Given the extensive program of domestic wood policies that has been implemented in Japan, a core component of this MDCP grant is to research and address non-tariff barriers to the import of softwood lumber in Japan. Information obtained through this research will be used to help U.S. policymakers and forest products exporters better understand the potential impacts of these programs on the competitiveness of, and demand for, U.S. wood products in Japan.

During the grant period, CINTRAFOR and EBPA will specifically: 1) provide a detailed and ongoing description of the major domestic wood subsidy programs in Japan; 2) describe the forest resource in Japan and assess the factors that influence the timber supply in Japan; 3) analyze the production trends of the major structural wood products in Japan (e.g., lumber, plywood and glue laminated lumber); 4) analyze the demand for solid wood products within the post and beam residential housing sector, by timber species and end-use application; 5) conduct an ongoing survey of Japanese 2x4 and post and beam homebuilders regarding structural and interior building products use, 6) model the impact of the Japanese subsidy programs on the demand for U.S wood products in Japan within the post and beam construction sector, 7) develop a cointegration model of log and lumber prices to assess the substitutability of domestic and imported wood, and 8) conduct workshops for building product exporters.

Partnership with ITA and other Entities: Phases, Activities, Locations and Partners

USCB activities will be coordinated by EBPA. EBPA will work with FCS-Osaka, USEACS and the ITA Office of Industry & Analysis in Washington, D.C. to recruit companies and report successes. EBPA Japan activities are based on a strong partnership with other export oriented organizations. This cooperation maximizes ITA funding by leveraging staff from the State of Washington Department of Commerce, the Softwood Export Council (20 trade association and state trade departments, representing over 1,000 U.S. companies), CINTRAFOR, EBPA’s board members, and members of the U.S. construction industry who serve as keynote speakers. EBPA also cooperates with construction associations in Japan including the Japan Imported Housing & Organization (builder association), the Japan Imported Building Materials Forum (association of importers), and the Reform Journal (remodeling magazine publisher and trade show organizer).

Table 3. Companies who are committed to participate or interested in participating in Japan activities

Company	Sector/Company Type	MDCP project	SME
Hamilton Manufacturing Inc.	Cellulose Insulation man.	Committed to participate	SME
Pacific Northwest International	Building materials wholesaler	Committed to participate	SME
Building Material Consulting, Inc.	Building materials wholesaler	Committed to participate	SME
Calvert Co., Inc.	Glued-laminated lumber	Committed to participate	SME
Central Valley Builders Supply	Building materials wholesaler	Committed to participate	SME
Genex LLC	Building materials wholesaler	Committed to participate	SME
Interra USA, Inc.	Building materials wholesaler	Committed to participate	SME
Kaikane USA Inc.	Building materials wholesaler	Committed to participate	SME
K West Home Supply, LLC	Concrete stone products	Committed to participate	SME
Nichibei Global LLC	Wood flooring and paneling	Committed to participate	SME
Pacific Modern Homes, Inc.	Prefab homes	Committed to participate	SME
Pacific Woodtech Corp.	Laminated veneer lumber	Committed to participate	SME
Pac-Rim Building Supply	Building materials wholesaler	Committed to participate	SME
Pan Abode Cedar Homes	Pre-cut homes	Committed to participate	SME
Ply Gem Building Products	Building materials wholesaler	Committed to participate	SME
Tumac Lumber	Softwood lumber wholesaler	Committed to participate	SME
Western Pacific Bldg Materials	Building materials wholesaler	Committed to participate	SME
NAHTAG	Building materials wholesaler	Committed to participate	SME
Hancock Lumber	Softwood product manufacturer	Committed to participate	SME
Aljoma Lumber	Softwood lumber producer	Committed to participate	SME
Vanport International	Softwood lumber	Committed to participate	SME
Concept-B	U.S plumbing products	Committed to participate	SME
Pioneer Millworks	Flooring and paneling	Committed to participate	SME
Laticrete Inc.	Tile setting products	Committed to participate	
Andersen Windows, Inc.	Windows/Doors	Committed to participate	
Hurd Millwork	Windows/Doors	Committed to participate	
Marvin Windows	Windows/Doors	Committed to participate	
State of Idaho Dept. of Commerce	State trade office	Committed to participate	
Howdy Inc.	Building materials wholesaler	Committed to participate	

Incid PC Cellulose	Bldg. system fire retardant	Interested	SME
9Wood	Suspension wood ceilings	Interested	SME
Columbia Vista	Softwood lumber	Interested	SME
Decorative Panels Inc.	Interior decorative panels	Interested	SME
Evergreen Hardwoods	Hardwood lumber	Interested	SME
Greyn Custom Wood Co.	Hardwood flooring	Interested	SME
Gulf South Forest Products, Inc.	Softwood Lumber	Interested	SME
Lindal Cedar Homes	Precut homes	Interested	SME
Idaho Forest Products	Softwood lumber	Interested	SME
Brightwood	Softwood lumber	Interested	SME
Demilec	Insulation	Interested	SME
Yakama Forest Products	Softwood lumber	Interested	SME
Mutual Materials	Cultured Stone	Interested	SME

Principal Project Staff

Rose Braden, EBPA Director/Japan Project Manager – 30% of time, plus 20% in-kind match time

Ms. Braden began working for EBPA as their China program manager in 2001 and became Director in 2008. She is responsible for managing domestic and international staff as they implement programs, coordinating U.S. activities, promoting the association and its programs, managing program budgets, and counseling U.S. exporters. From 1996-2008, Ms. Braden was an analyst for CINTRAFOR. Her work focused on researching opportunities and obstacles for U.S. building materials suppliers in international markets, and analyzing the impact of international trade on U.S. employment. Ms. Braden will direct the Japan program, coordinate with the Japan office, recruit U.S. companies, and provide counseling and pre-trip preparation.

Noriko Ban, Tokyo Office Program Manager

Noriko Ban has been the State of Washington Housing and Building Products Program Manager in Japan for over 10 years. Prior to working for State of Washington, she worked for a 2x4 home builder in Kobe, where she developed extensive knowledge about construction materials and the imported housing market in Japan. She works closely with FCS-Osaka, Japanese government offices, housing industry associations, building products importers/distributors and small-medium sized builders and architects through her 10 years of organizing and leading housing missions throughout Japan. Ms. Ban will coordinate trade missions and trade shows in Japan, provide market information, and develop and maintain relationships with Japanese construction professionals, industry associations, and government contacts.

Project Manager (Japan) – Consultant

Shigeko Fujii worked for Recruit, one of Japan’s leading publishing and public relations firms from 1998-2006. While at Recruit, she was chief editor of Japan’s best-selling magazine, “HOUSING” (monthly), and “Living in Imported Houses”, and she was chief researcher of Recruit’s Housing Institute. In 2013, Ms. Fujii became an independent journalist and consultant. In 2014, she began working with EBPA to promote and organize its Japan trade missions and facilitate relationships with industry contacts. During her tenure in Japan’s housing industry, she has developed an extensive network of relationships with decision makers at major Japanese housing companies, government offices, and industry associations.

Ms. Fuji will help develop promotional materials for EBPA Japan programs and develop and maintain relationships with industry associations and publications.

Ivan Eastin, Director, Center for International Trade in Forest Products – Leads Research Contract

As director of CINTRAFOR, Dr. Eastin’s research focuses on the ways that forest products are traded throughout the world, looking at marketing strategies and the dynamics of international trade. International market research includes: understanding factors that influence the competitiveness of U.S forest products exports; evaluating factors that influence the specification and use of wood products in Japan, China and Vietnam; Japan tariff and non-tariff barriers; and evaluating the impact of timber legality legislation on forest products trade. In 2013, Dr. Eastin led the CINTRAFOR team that successfully received approval for having U.S Douglas-fir designated as a “local wood” species within the Wood Use Point Program in Japan. The success of this effort helped to boost exports of U.S Douglas-fir wood products by more than 20% in the first half of 2014. Dr. Eastin will lead and conduct research for the policy portion of the work plan.

Daisuke Sasatani, Research Associate, CINTRAFOR – Research Contract

As an expert in business management and international trade, Dr. Sasatani has worked as researcher for a variety of institutions, including the Food and Agriculture Organization of the United Nations in Rome, Softwood Export Council, and Auburn University. Since 2006, his professional focus has been on researching opportunities in Japan for U.S. building materials, including: builder perceptions and use of U.S. wood products, the impact of Japanese policies on demand for U.S. softwood products, the impact of green programs on demand for U.S. wood products in Japan. Dr. Sasatani was a key member of the CINTRAFOR team that successfully received approval for having U.S Douglas-fir designated as a “local wood” species within the Wood Use Point Program in Japan. He also holds a Master’s degree in Environmental Management from Yale University and a B.S. from Osaka University. Dr. Sasatani will conduct research for this project and assist EBPA with trade missions and trade shows.

Tomoko Igarashi, American Softwoods/Softwood Export Council (Japan) - Cooperator

Tomoko Igarashi joined the Softwood Export Council Japan office in 2004 as their Program Manager and became the Director in 2008. During this time she has been in charge of promoting U.S. softwood products through the facilitation of trade shows, seminars, trade missions, and other public relations activities. Ms. Igarashi is also involved in monitoring trade policy such as the “Wood Use Point Program, which was initiated by the Japan Forestry Agency. Ms. Igarashi’s work with CINTRAFOR on this issue resulted in U.S. Douglas Fir being recognized by the Forest Agency as a Japanese wood species. Ms. Igarashi also works with Ms. Ban and EBPA to help coordinate and carry out EBPA activities in Japan.

Example of Success Agreement Signed by Japan Program Participants



Evergreen Building Products Association
"Promoting US Building Products to the World"

Japan Program Success Agreement

EBPA Japan programs are an industry-government partnership. The U.S. Commerce Department's International Trade Administration has agreed to pay for one-third of the project cost through its Market Development Cooperator Program (MDCP).

Agreement to Participate in EBPA's Japan Program

Thanks to the MDCP award and the partnership with ITA, the following benefits are available to EBPA Japan program participants.

- Two Japan Trade Missions per year
- U.S. Pavilion at the Japan Home Show and the Architecture & Construction Materials Show
- Educational Seminars about the Japan Construction and Building Materials Market in the U.S (two per year)
- Webinars about the Japan Construction and Building Materials Market, advice on doing business, export financing, financial assistance for exporters, and market opportunities and obstacles (two per year)
- Individual company counseling by EBPA and ITA staff
- Government level assistance on Japanese tariff and non-tariff barriers for U.S. wood products
- In depth research and results of Japanese builder and remodeler surveys about product use
- Networking assistance with U.S. and Japanese distributors

Reporting your success - Our partner, ITA, needs to be able to show that its financial assistance to EBPA is a worthwhile investment of U.S. tax dollars. So, as a condition of benefiting from this project, you agree to report as set forth below.

a. Photographs and video – EBPA will take photos and video during the Japan events. ITA and EBPA will use such media to promote the Japan program, ITA, and MDCP. ITA will abide by d. below if it seeks to highlight a particular success.

b. Sharing export results with ITA - Each quarter, as a TEBU participant, you report to BARE the destination market, value, and brief description of each export and/or export-related developments that are generated, in whole or in part, by participating in TEBU. If you prefer not to report this information to BARE, you may report it to an ITA official, who will not, in such case, divulge details of such individual sales to BARE.

c. Confidentiality with ITA - ITA does not share your submitted export information publicly unless you specifically authorize it to do so. ITA professionals who have access to your success information have security clearances. They are accustomed to handling classified diplomatic cables and other media and transmissions that contain sensitive information.

d. Public highlighting of your successes - If ITA wants to publicize any of your successes, it will always show you what it proposes to do and secure your express approval in writing.

I certify that I am, that my company is, or that I or my company represents: (a) a United States citizen; (b) a corporation, partnership or other association created under the laws of the United States or of any State; or (c) a foreign corporation, partnership, or other association, more than 95 percent of which is owned by persons described in (a) and (b) above; AND I am, my company is, or the entity I or my company represents is, exporting, or seeks to export goods or services produced in the United States, or goods or services that contain at least 51 percent U.S. content.

I understand that this certification is a requirement to participate in the MDCP project activity described above and that an intentionally false certification may result in termination of participation in such activity.

Information provided to the International Trade Administration (ITA) is intended solely for internal use. ITA will protect business confidential information to the full extent permitted by law and Administration policy. U.S. law prohibits U.S. government employees from disclosing trade secrets

I agree to the terms of the success agreement with EBPA as set forth above.

Company name

Email/Phone

Address

Name

Title

Signature

Date

ITA emblem use



Evergreen Building Products Association
"Promoting US Building Products to the World"

The Evergreen Building Products Association Japan Market Promotion Program

Japan Market Promotion & Education Activities	Research	Industry-Government Partnership
<ul style="list-style-type: none">• Japan Sales Missions for U.S Exporters• U.S. Pavilions at Japan Trade Shows• Seminars & Webinars for U.S. exporters• Reverse Education and Buyer Missions• Exporter Counseling	<ul style="list-style-type: none">• Japanese builder surveys about product use• New opportunities and obstacles for U.S. building materials and design services• Best Prospects Research Market briefs and updates (newsletter)• Tariff and non-tariff barriers for U.S softwood lumber suppliers	

Co-Sponsored by:



State of Washington
Department of Commerce

EBPA

Evergreen Building Products Association

Estimate: Exports to be generated by project activity

During project

Four years after project activity

Quarter and	ACMS Mar-16		J Mission May-16		J Mission Sept 2016		JHS Nov-16		ACMS Mar-17		J Mission May 2017		J Mission Sep-17		JHS Oct-17		ACMS Mar-18		J Mission May-18		J Mission Sep-16		JHS Nov-18		Total	
	Sales	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value	Sls	Value
2016 Mar 31	4	30,000																							141	\$30,000
2016 Jun 30	10	500,000	10	500,000																					20	\$1,000,000
2016 Sep 30	15	400,000	10	1,000,000	15	500,000																			40	\$1,900,000
2016 Dec 31	20	1,000,000	15	1,000,000	15	800,000	3	300,000																	53	\$3,100,000
2017 Mar 31	30	3,000,000	20	4,000,000	20	1,000,000	20	800,000	10	1,000,000															100	\$9,800,000
2017 Jun 30					35	6,000,000	12	1,000,000	5	1,000,000	20	800,000													72	\$9,600,000
2017 Sep 30							40	5,000,000	5	1,500,000	30	1,000,000	33	800,000											108	\$8,500,000
2017 Dec 31									10	4,000,000	18	2,000,000	36	1,500,000	10	1,000,000									74	\$8,500,000
2018 Mar 31									18	6,000,000	18	1,500,000	20	1,500,000	33	800,000									89	\$11,300,000
2018 Jun 30											18	3,000,000	30	2,500,000	36	800,000	36	750,000							120	\$4,050,000
2018 Sep 30													30	3,000,000	18	1,000,000	18	2,000,000	18	750,000					54	\$3,750,000
2018 Dec 31															18	1,000,000	18	4,000,000	18	3,500,000	18	1,000,000			72	\$9,500,000
	79	\$4,930,000	55	\$6,500,000	65	\$8,300,000	75	\$7,100,000	30	\$7,500,000	86	\$9,800,000	105	\$6,800,000	90	\$8,000,000	105	\$3,600,000	72	\$6,750,000	36	\$4,250,000	18	1,000,000	806	\$71,030,000
	ACMS Mar 2019	J Mission 5/19	J Mission 9/19	JHS 11/19	ACMS 3/20	J Mission 5/20	J Mission 9/20	JHS 10/20	ACMS 3/21	J Mission 5/21	J mission 9/21	JHS 11/21	Grand Total													
2019 Mar 31	4	500,000																							4	\$1,750,000
2019 Jun 30	10	750,000	10	1,000,000																					20	\$2,250,000
2019 Sep 30	15	500,000	10	1,000,000	15	750,000																			53	\$3,500,000
2019 Dec 31	20	1,000,000	15	1,000,000	15	1,000,000	3	500,000																	65	\$6,800,000
2020 Mar 31			20	4,000,000	20	1,000,000	15	800,000	10	1,000,000															90	\$9,250,000
2020 Jun 30					35	6,000,000	20	1,000,000	10	1,500,000	25	750,000													34	\$8,000,000
2020 Sep 30							40	4,000,000	10	2,000,000	30	1,000,000	20	500,000											76	\$4,000,000
2020 Dec 31									10	4,000,000	18	2,000,000	15	1,500,000	33	500,000									87	\$7,750,000
2021 Mar 31											18	4,000,000	18	1,500,000	36	1,500,000	33	750,000							120	\$6,250,000
2021 Jun 30													30	3,000,000	18	1,500,000	36	750,000	36	1,000,000					71	\$6,000,000
2021 Sep 30															20	3,000,000	18	1,000,000	15	1,000,000	18	750,000			66	\$6,000,000
2021 Dec 31																	18	1,000,000	15	2,000,000	18	2,500,000	15	500,000	85	\$8,750,000
2022 Mar 31																			40	5,000,000	30	3,250,000	15	500,000	60	\$7,000,000
2022 Jun 30																					50	6,500,000	10	500,000	15	\$1,500,000
2022 Sep 30																									30	\$3,000,000
2022 Dec 31																									876	\$82,300,000
	49	\$2,750,000	55	\$7,000,000	65	\$8,750,000	78	\$6,300,000	40	\$8,500,000	91	\$7,750,000	83	\$6,500,000	107	\$6,500,000	105	\$3,500,000	106	\$9,000,000	116	\$13,000,000	65	\$6,000,000		

Part 2: Project Budget and Supporting Notes

Budget for Project Award Period and Supporting Worksheets

The budget for project award periods and other worksheets are provided. EBPA seeks \$299,775 in funds from ITA's Office of MAS MDCP program. EBPA will match the Federal portion with \$381,445 in program income and cash match, and \$314,560 in-kind match. The total budget will be \$1,095,358.

Other Financial Assistance Awards

EBPA received the following MDCP awards for China promotions: In 2012, the association received \$297,000. In 2008, EBPA received \$148,242, and in 2000, EBPA received \$354,375 award. The federal program officer for the awards is Brad Hess, MDCP Director, 202-482-2969, Brad.Hess@trade.gov. Detail about these awards is included in this section.

Summary of Funds Requested from MDCP

EBPA is requesting funds to help cover the cost of conducting twice yearly seminars in Japan to help U.S. companies develop sales in Japan's new and remodeled housing market. EBPA is also requesting funds to rent and decorate a booth at the Japan Home Show and the Japan Architecture and Construction Materials Show. This booth will be used for shared display space for U.S. companies. EBPA is also requesting funds for travel to promote the Japan program. This includes travel expenses for the EBPA director to travel to Seattle each year for a seminar about Japan (another will be held in Portland, OR), and travel expenses to participate in the ITA Exporter workshop at the National Association of Homebuilder's show in Las Vegas, NV each year of the project.

EBPA is also requesting funds to cover 30% of the EBPA director's time to direct the Japan program, recruit company participants and provide pre-market counseling, and organize U.S. activities needed to carry out Japan missions and trade shows. EBPA will hire a consultant/contractor in Japan for \$8,000 per year, to assist the State of Washington Tokyo staff person with developing promotional materials and campaigns, establishing relationship with key members of the construction materials community, associations, and government. CINTRAFOR will be contracted for \$23,000 per year to research and monitor tariff and non-tariff barriers, and research about product use and opportunities for U.S. building materials exporters and designers. While CINTRAFOR staff administer builder surveys at trade shows and trade mission seminars they will also assist EBPA with logistics, translation, and staff support.

EBPA calculated expenses for activities in Japan by assembling quotes from printers for direct mailer layout and postage costs, trade show organizers, trade show decoration companies, truck transport companies (for transporting materials to seminars), translators, seminar venues, and consultant quotes. These expenses are detailed in tables in this section.

Table 1. Summary of funds requested from MDCP.

Activity - Per Year	Amount
Domestic Travel - EBPA Director to promote DOC and EBPA Japan programs	
- National Assoc. of Homebuilders - DOC International Seminar	\$834
- Seattle, WA Japan seminar	\$881
Spring Japan sales mission materials, translators, etc.	\$8,000
Fall Japan sales mission materials, translators, etc.	\$8,000
Japan tariff and non-tariff barriers and remodeling industry opportunities and builder survey research contract (CINTRAFOR)	\$23,000
Japan Architecture & Construction Trade Show - booth and decoration assist.	\$4,300
Japan Home Show - booth and decoration assistance	\$3,300
Japan missions - cost to develop and mail mission direct mailer (2/year)	\$13,520
Salaries	
EBPA Director (30% time) (3 year average with [REDACTED] cost of living increase)	[REDACTED]
Japan Marketing Consultant	\$8,000
EBPA Director employee benefit rate ([REDACTED] (3 year average with [REDACTED] cost of living increase)	[REDACTED]
Total per year	\$99,925
Total Funding Request for Project Award Period	\$299,775

Financial Systems - Cash and In-kind matching funds

In-Kind Match

EBPA and its partners will contribute funds toward the planning, promotion, and execution of the Japan program - as salaries, mission and trade show expenses, and travel expenses. Table 2 is a breakdown of cash and in-kind match that will be generated.

The EBPA director will spend an additional 20% of her time to organize and promote EBPA's Japan program that is not covered by the MDCP grant. This time and benefit rate is detailed in Table 2.

CINTRAFOR and EBPA work closely to provide services to exporters. CINTRAFOR staff will spend additional time that is not covered by the research contract outlined in this proposal to research and develop reports about Japan's non-tariff barriers and other issues related to Japan's

construction industry. CINTRAFOR staff will also assist EBPA at trade missions and trade shows, and provide translation support. We have included a letter of support from the Center for International Trade in Forest Products indicating their contribution of staff time toward research and program support.

EBPA features members of the U.S. and Japanese construction industry as keynote speakers in its missions. An example of a past speaker is Tom Kelly, the president of Neil Kelly Co., a custom home and remodeling company, who spoke on business models and design trends. The June 2015 mission will feature the editor of the U.S. publication, *Remodeling Magazine*. We conservatively estimate their time to prepare for and participate in a mission to be 60 hours per trip for a total of \$6,000 per trip or \$12,000 per year. Since the speaker changes with each mission, we have not included a letter of commitment for this in-kind match.

EBPA board members provide support and industry feedback about EBPA’s international activities. They also help EBPA identify keynote speakers, provide market intelligence, and promote trade missions and trade shows. We conservatively estimate that the seven board members spend 30 hours per year on these activities for a total of \$21,000 per year in in-kind match.

“Other cash” will be contributed by EBPA to support the Japan program. This includes travel expenses for U.S. staff and keynote speakers to participate in events in Japan, funds to cover additional advertising to promote seminars in Japan, and EBPA member dues from companies who participate in Japan programs. Dues will be used to support the program and related expenses.

Table 2. Other Cash and in-Kind Match Detail

	Other Cash	In-kind
International Travel		
Spring Japan sales mission – EBPA Director & US based keynote speaker	\$8,180	
Fall Japan sales mission – EBPA Director & US based keynote speaker	\$8,180	
Japan Home Show – EBPA Director	\$3,373	
Salaries		
EBPA Director – 20% of time (3yr average with ■■■ cost of living increase)		■■■
EBPA Director – ■■■7% benefits on 20% time (3yr average with ■■■ cost of living increase)		■■■

CINTRAFOR Director (2 month's time with benefits \$13,345 x 2)		\$26,690
CINTRAFOR Research Associate (4 month's time with benefits \$6,385 x 4)		\$25,540
Keynote speaker travel and preparation time (60 hrs per trip x \$100/hr) Two trips per year. Spring Mission		\$6,000
Keynote speaker travel and preparation time (60 hrs per trip x \$100/hr) Two trips per year. Fall Mission		\$6,000
EBPA board members - (7 board members: 30 hrs/yr x \$100/hr = \$3,000/yr 7 = \$21,000/yr)		\$21,000
Other Sources of Match		
Advertisement in Japanese Reform (Remodel) Journal - to promote Japan missions	\$2,160	
EBPA member dues - members active in Japan	\$10,000	
Total per year	\$31,893	\$104,853
Total for Project Award Period	\$95,679	\$314,560

Cash Match: Program Income

Cash match will be generated through company participation fees in missions and trade shows, and EBPA member dues for companies involved in Japan programs. Membership is not required to participate in EBPA activities, but members received discounts and additional benefits.

Trade shows: Companies may rent table top display space in a shared booth or rent full booth space. We estimate that we will sell five booths per show and three table top displays at the Architecture & Construction Materials Trade Show and the Japan Home show.

Trade missions: Trade mission participation fees vary based on whether a company is an EBPA member or not, and whether they choose to give a presentation slot or have display space only. The average of these rates is \$1700. We estimate that we will attract 10 companies per trip.

Table 3. Sources of Program Income

Activity	Description	Amount
Architecture & Construction Materials Show	\$5,500 per booth x 5 booths	\$27,500
Architecture & Construction Materials Show	\$1,100 per display x 3 displays	\$3,300
Japan Home Show - booth space	\$4,800 per booth x 5 booths	\$24,000

Japan Home Show – table top space	\$1,100 per display x 3 displays	\$3,300
Spring Japan Mission participation fee	\$1,700/company x 10 companies	\$17,000
Fall Japan Mission participation fee	\$1,700/company x 14 companies	\$17,000
Annual Income		\$92,100
Three Year Income		\$276,300

Financial Audits

EBPA’s last financial audit was in 2004. The association reviews its financial status in detail with its board of directors twice year and EBPA has its taxes prepared by an accounting firm each year. Johnson Stone, and Pagano Accountants have quoted EBPA \$12,000 to conduct an audit. EBPA’s board feels than an audit uses funds that could be used for programs. In lieu of an audit, we have included a breakdown of EBPA’s 2014 cash flow and a copy of EBPA’s 2014 tax return. If necessary, EBPA will have a financial review conducted.

**Short Form
Return of Organization Exempt From Income Tax**

2014

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.
▶ Information about Form 990-EZ and its instructions is at www.irs.gov/form990.

Open to Public
Inspection

Department of the Treasury
Internal Revenue Service

A For the 2014 calendar year, or tax year beginning _____ and ending _____

B Check if applicable:
 Address change
 Name change
 Initial return
 Final return/terminated
 Amended return
 Application pending

C Name of organization
THE EVERGREEN BUILDING PRODUCTS ASSOCIATION

D Employer identification number
91-1350861

Number and street (or P.O. box, if mail is not delivered to street address) Room/suite
1327 SE TACOMA STREET BOX 246

E Telephone number
(253) 396-0131

City or town, state or province, country, and ZIP or foreign postal code
PORTLAND, OR 97202

F Group Exemption Number ▶ _____

G Accounting Method: Cash Accrual Other (specify) ▶ _____

H Check if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF).

I Website: ▶ **X** **EP.ORG**

J Tax-exempt status (check only one) — 501(c)(3) 501(c) (**6**) (insert no.) 4947(a)(1) or 527

K Form of organization: Corporation Trust Association Other **PARTNERSHIP**

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B) below) are \$500,000 or more, file Form 990 instead of Form 990-EZ. ▶ \$ **187,977.**

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I

		1	2
Revenue	1 Contributions, gifts, grants, and similar amounts received		
	2 Program service revenue including government fees and contracts		187,906.
	3 Membership dues and assessments		
	4 Investment income		
	5a Gross amount from sale of assets other than inventory	5a	
	b Less: cost or other basis and sales expenses	5b	
	c Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)	5c	
	6 Gaming and fundraising events		
	a Gross income from gaming (attach Schedule G if greater than \$15,000)	6a	
	b Gross income from fundraising events (not including \$ _____ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000)	6b	
c Less: direct expenses from gaming and fundraising events	6c		
d Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)	6d		
7a Gross sales of inventory, less returns and allowances	7a		
b Less: cost of goods sold	7b		
c Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)	7c		
8 Other revenue (describe in Schedule O) SEE SCHEDULE O	8	71.	
9 Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8	9	187,977.	
Expenses	10 Grants and similar amounts paid (list in Schedule O)	10	
	11 Benefits paid to or for members	11	
	12 Salaries, other compensation, and employee benefits	12	
	13 Professional fees and other payments to independent contractors	13	
	14 Occupancy, rent, utilities, and maintenance	14	
	15 Printing, publications, postage, and shipping	15	
	16 Other expenses (describe in Schedule O) SEE SCHEDULE O	16	
17 Total expenses. Add lines 10 through 16	17		
18 Excess or (deficit) for the year (Subtract line 17 from line 9)	18	27,383.	
Net Assets	19 Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)	19	135,809.
	20 Other changes in net assets or fund balances (explain in Schedule O)	20	0.
	21 Net assets or fund balances at end of year. Combine lines 18 through 20	21	163,192.

LHA For Paperwork Reduction Act Notice, see the separate instructions.

Form **990-EZ** (2014)

Part II Balance Sheets (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II

	(A) Beginning of year	(B) End of year
22 Cash, savings, and investments	135,809.	163,192.
23 Land and buildings		
24 Other assets (describe in Schedule O)		
25 Total assets	135,809.	163,192.
26 Total liabilities (describe in Schedule O)	0.	0.
27 Net assets or fund balances (line 27 of column (B) must agree with line 21)	135,809.	163,192.

Part III Statement of Program Service Accomplishments (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

What is the organization's primary exempt purpose? SEE SCHEDULE O

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

28 JAPAN PROGRAM-EVENTS, SEMINARS, CONFERENCES DESIGNED TO PROMOTE USE OF US BUILDING PRODUCTS IN RESIDENTIAL AND LIGHT COMMERCIAL CONSTRUCTION MARKET. (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/>	28a
29 MDCP CHINA-EVENTS, SEMINARS, CONFERENCES DESIGNED TO PROMOTE USE OF US BUILDING PRODUCTS IN RESIDENTIAL AND LIGHT COMMERCIAL CONSTRUCTION MARKET. (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/>	29a
30 (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/>	30a
31 Other program services (describe in Schedule O) (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/>	31a
32 Total program service expenses (add lines 28a through 31a)	32

Part IV List of Officers, Directors, Trustees, and Key Employees (list each one even if not compensated - see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
JOE GUIZZETTI MEMBER	0.00	0.	0.	0.
IVAN EASTIN MEMBER	0.00	0.	0.	0.
KARRI ANDERSON CHAIRMAN	0.00	0.	0.	0.
JESSE CROCK MEMBER	0.00	0.	0.	0.
DEXTER HUTTON VICE CHAIRMAN	0.00	0.	0.	0.
JACK CAHILL JACK CAHILL	0.00	0.	0.	0.
MARK MONTGOMERY TREASURER	0.00	0.	0.	0.
TONG ZHU MEMBER	0.00	0.	0.	0.
LARRY KVIDERA SECRETARY	0.00	0.	0.	0.

This page contains proprietary information, identified between brackets [], the release of which would cause competitive harm to Evergreen Building Product Association.

EBPA Statement of Expenses and Revenue- Cash Basis – US office

January 1, 2014 to December 31, 2014

Income

Annual Mtg	[REDACTED]
Bank Credits	[REDACTED]
China Market Promotion	[REDACTED]
Member Dues	[REDACTED]
Consulting	[REDACTED]
Japan Market Promotion	[REDACTED]
MDCP Income - Reimbursement	[REDACTED]
Other Reimbursement	[REDACTED]
Total Income	[REDACTED]

Expenses

Market Promotion	[REDACTED]
Research	[REDACTED]
Debit Memo	[REDACTED]
Fees & Charges: Bank Fee	[REDACTED]
Japan Market Promotion Expense	[REDACTED]
Meetings	[REDACTED]
Office Expenses	[REDACTED]
Refunds	[REDACTED]
TOTAL Salaries	[REDACTED]
Dues	[REDACTED]
Transfer	[REDACTED]
Total Expenses	[REDACTED]

Note: In 2014 Braden was contracted at 80% time, including benefits.

Assets & Liabilities

Cash	[REDACTED]
Liabilities	\$0

Evergreen Building Products Association
Japan Market Promotion Program

The list below summarizes the elements of the three MDCP projects previously funded and the current application.

Description		Previously funded MDCP projects			Current application
		2001	2008	2011	2013
Industry (s)			Building materials & services		
Market (s)		China	China	China	Japan
Activity	Lead US firms on foreign trade missions	Awarded: \$354,375	Awarded: \$148,242	Awarded: \$297,06	Requested: \$299,775
	Hold technical seminars	Part of grant	Part of grant	Part of grant	Part of grant
	Hold educational seminars in the U.S.	Part of grant	Part of grant	Part of grant	Part of grant
	Organize U.S. pavilions at trade shows	Part of grant			Part of grant
	Include U.S. softwood products in construction codes.	Part of grant	Part of grant	Part of grant	
	Research and				Part of grant

	address tariff and non-tariff barriers for U.S. wood products				
	Promote U.S. energy efficient & earthquake resistant building materials		Part of grant	Part of grant	Part of grant
	Conduct market research and produce reports to share with industry	Part of grant	Part of grant	Part of grant	Part of grant
	Create opportunities for U.S. exporters in China's senior housing industry			X	



April 16, 2015

Mr. Brad Hess, Manager
Market Development Cooperator Program
Trade Development, International Trade Administration
US Department of Commerce
14th and Constitution Ave. NE, Room 3215
Washington, D.C. 20230

Dear Mr. Hess,

The Center for International Trade in Forest Products is pleased to provide this letter as an indication of our support for EBPA's Japan program proposal. If EBPA is awarded a Market Development Cooperator grant, CINTRAFOR will contribute staff time to research and monitor Japan's tariff and non-tariff barriers to U.S. softwood products. CINTRAFOR will also research opportunities for U.S. building materials in Japan's growing remodel and home resale market. Research produced will be shared with EBPA and the Department of Commerce and it will be disseminated through articles and seminars. CINTRAFOR staff will also assist EBPA staff with missions, trade shows, and translation.

CINTRAFOR will contribute the following per year:

CINTRAFOR Director in-kind match: 2 months x \$13,345/month with benefits = \$26,690
CINTRAFOR Research Associate in-kind match: 4 months x \$6,385/month with benefits = \$25,540
Total CINTRAFOR contribution: \$62,500

We look forward to continuing our close relationship with EBPA in Japan in the coming years. Thank you for considering their grant application.

Sincerely,

Ivan Eastin
Professor and Director
Center for International Trade in Forest Products (CINTRAFOR)
University of Washington

EBPA
Evergreen Building Products Association

Project Award Period - With Breakdown of Projected Funding Sources

Categories	Total Expenses for All Years				1st Year				2nd Year				3rd Year			
	Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share		
		your organization's Cash _{total}				your organization's Cash _{total}				your organization's Cash _{total}				your organization's Cash _{total}		
		Pgm Income	Other	In-Kind		Pgm Income	Other	In-Kind		Pgm Income	Other	In-Kind		Pgm Income	Other	In-Kind
a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
DIRECT EXPENSES																
PERSONNEL																
1 Domestic	70,689	0	0	46,101	22,870	0	0	15,247	23,556	0	0	15,427	24,263	0	0	15,427
2 International	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3 TOTAL	70,689	0	0	46,101	22,870	0	0	15,247	23,556	0	0	15,427	24,263	0	0	15,427
FRINGE BENEFITS																
4 Dom. Rate = 27.7%	19,581	0	0	12,769	6,335	0	0	4,223	6,525	0	0	4,273	6,721	0	0	4,273
5 Int'l Rate = 0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
6 TOTAL	19,581	0	0	12,769	6,335	0	0	4,223	6,525	0	0	4,273	6,721	0	0	4,273
TRAVEL																
7 Domestic	5,145	0	0	0	1,715	0	0	0	1,715	0	0	0	1,715	0	0	0
8 International	0	0	59,199	0	0	0	19,733	0	0	0	19,733	0	0	0	19,733	0
9 TOTAL	5,145	0	59,199	0	1,715	0	19,733	0	1,715	0	19,733	0	1,715	0	19,733	0
10 EQUIPMENT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11 SUPPLIES	48,000	0	0	0	16,000	0	0	0	16,000	0	0	0	16,000	0	0	0
12 CONTRACTUAL	156,360	276,300	45,946	255,690	52,120	92,100	41,626	85,230	52,120	92,100	2,160	85,230	52,120	92,100	2,160	85,230
13 OTHER	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL DIRECT																
14 Sum from above	299,775	276,300	105,145	314,560	99,040	92,100	61,359	104,700	99,916	92,100	21,893	104,930	100,819	92,100	21,893	104,930
15 Sum all direct columns	Sum line 16 columns a, b, c, d			995,780	Sum line 16 columns e, f, g, h			357,199	Sum line 16 columns i, j, k, l			318,839	Sum line 16 columns m, n, o, p			319,742
INDIRECT EXPENSES																
16 Indirect Rate 10.0%			99,578				35,720				31,884				31,974	
17 % of Total (line 20)			9.1%				9.1%				13.0%				9.1%	
TOTAL																
18 Dir.+Indir.	299,775	276,300	204,723	314,560	99,040	92,100	97,079	104,700	99,916	92,100	53,777	104,930	100,819	92,100	53,867	104,930
19 % of Total (line 20)	27.4%	25.2%	18.7%	28.7%												
All Expense Columns																
20 Total	Sum line 16 columns a, b, c, d			1,095,358	Sum line 16 columns e, f, g, h			392,919	Sum line 16 columns i, j, k, l			350,723	Sum line 16 columns m, n, o, p			351,716

EBPA Japan Project Activity Calculation

#	Explanation & Calculation	1st Year							2nd Year				3rd Year				
		Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share						
			Cash				Cash				Cash						
			Pgm Inc	Other	In-Kind		Pgm Inc	Other	In-Kind		Pgm Inc	Other	In-Kind				
	Travel domestic																
		Daily expense	Expenses/traveler														
		a	b	c	d=(a+b)*c	e	f	g									
		Lodging	M&IE	Days	Sub	Airfare	Local travel & Misc	Travellers	Total								
1	NAHB show: Las Vegas. EBPA President	96	71	2	334	400	100	1	834	834				834			
2	Japan market workshop: Seattle, WA	156	71	3	681		200	1	881	881				881			
Travel (domestic) TOTAL										1,715	0	0	0	1,715	0	0	0
		Travel international															
		Daily expense	Expenses/traveler														
		a	b	c	d=(a+b)*c	e	f	g									
		Lodging	Meals & incidental expenses	Days	Sub	Airfare	Local travel & Misc	Travellers	Total	i=g*1000	j=h+i			i=g*1000	j=h+i		
3	Spring Japan mission. May: 3 city, 5 day event + 2 days for arrival & departure & post-event appointments.	220	150	7	2,590	1,200	300	2	8,180		8,180			8,180			
4	Fall Japan mission: Three city, 5 day event + 2 days allowed for arrival & departure & post-event appointments. Once per year for 3 yrs.	220	150	7	2,590	1,200	300	2	8,180		8,180			8,180			

#	Explanation & Calculation	1st Year				2nd Year				3rd Year			
		Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share		
			Cash		In-Kind		Cash		In-Kind		Cash		In-Kind
			Pgm Inc	Other			Pgm Inc	Other			Pgm Inc	Other	
5	Japan Home Show, Tokyo, Japan. Oct/Nov alt. yrs. 3 day show + 2 days inbound/outbound and meetings. EBPA Staff 220 176 5 1,980 1,293 100 1 3,373		3,373				3,373				3,373		
TOTAL		0	0	19,733	0	0	0	19,733	0	0	0	19,733	0
Equipment		0	0										
TOTAL		0	0	0	0	0	0	0	0	0	0	0	0
Supplies:													
6	Spring Japan mission. Figures based on past shipping, translators, and budgets receptions. May: Venues, material on past shipping, translators, and budgets receptions. 8,000 8,000 8,000 8,000		8,000			8,000				8,000			
7	Fall Japan mission. Figure based on past shipping, translators, and budgets receptions. Sept: Venues, material on past shipping, translators, and budgets receptions. 8,000 8,000 8,000 8,000		8,000			8,000				8,000			
TOTAL		16,000	0	0	0	16,000	0	0	0	16,000	0	0	0
Contractual													
		a	b	c=ab									
		Fee	Participants	Total									
8	CENTRAFOR non-tariff barriers research annual contract to conduct research 23,000 1 23,000 23,000 23,000 23,000	23,000	1	23,000	23,000					23,000			
9	CENTRAFOR non-tariff barriers research: Two month's time CENTRAFOR Director time contribution. Per month rate 13,345 2 26,690 26,690 26,690 26,690	13,345	2	26,690		26,690				26,690			26,690
10	CENTRAFOR non-tariff barriers research. Per month rate x 4 mos. CENTRAFOR Research Associate time contribution 6,385 4 25,540 25,540 25,540 25,540	6,385	4	25,540		25,540				25,540			25,540
11	ACMS Trade Show booth + decoration Based on show booth and decoration quote 4,300 1 4,300 4,300 4,300 4,300	4,300	1	4,300	4,300					4,300			4,300

#	Explanation & Calculation				1st Year				2nd Year				3rd Year				
					Non-Fed Share				Non-Fed Share				Non-Fed Share				
					Cash		In-Kind	Cash		In-Kind	Cash		In-Kind	Cash		In-Kind	
		Fed Share	Pgm Inc	Other	Fed Share	Pgm Inc		Other	Fed Share		Pgm Inc	Other		Fed Share	Pgm Inc		Other
12	Japan Home Show Booth, Tokyo, Japan. Booth and decoration	Based on show booth and decoration quote	3,500	1	3,300	3,300				3,300				3,300			
13	EBPA Japan Marketing Consultant	Assistance with Japan activity coordination, promotion	4,000	2	8,000	8,000				8,000				8,000			
14	ACMS Trade Show - income from booth rentals	Cost per booth	5,500	5	27,500				27,500					27,500			
15	ACMS Trade Show - income from table top displays	fee paid by participating companies	1,100	3	3,300				3,300					3,300			
16	Japan Home Show Booth - income from booth rentals	fee paid by participating companies	4,800	5	24,000				24,000					24,000			
17	Japan Home Show Booth - income from table displays	fee paid by participating companies	1,100	3	3,300				3,300					3,300			
18	Spring Japan mission, May	fee paid by participating companies	1,700	10	17,000				17,000					17,000			
19	Fall Japan mission, Sept.	fee paid by participating companies	1,700	10	17,000				17,000					17,000			
20	Spring Mission Keynote speaker time - preparation and travel	Speakers not compensated for time. Estimated time.	100	60	6,000			6,000				6,000					6,000
21	Fall Mission Keynote speaker - preparation and travel	Speakers not compensated for time. Estimated time.	100	60	6,000			6,000				6,000					6,000
22	EBPA Board member time	seven members; \$100/hr x 30 hrs per year	3,000	7	21,000			21,000				21,000					21,000
			a	b	c=ab												
			Fee	Program/Agency	Total												

#	Explanation & Calculation	1st Year				2nd Year				3rd Year			
		Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share		
			Cash		In-Kind		Cash		In-Kind		Cash		In-Kind
			Pgm Inc	Other			Pgm Inc	Other			Pgm Inc	Other	
23	Japan trade mission seminar direct mailer: price per mailer	1,69	8,000	13,520	13,520				13,520				
24	Advertisement in Japanese Reform Journal - promote trade missions. Cost	1,080	2	2,160		2,160				2,160			
TOTAL		52,120	92,100	41,626	85,230	52,120	92,100	2,160	85,230	52,120	92,100	2,160	85,230
Other		a	b	c=ab									
TOTAL		0	0	0	0	0	0	0	0	0	0	0	0
	Travel (dom)	1,715	0	0	0	1,715	0	0	0	1,715	0	0	0
	Travel (int'l)	0	0	19,733	0	0	0	19,733	0	0	0	19,733	0
	Equipment	0	0	0	0	0	0	0	0	0	0	0	0
	Supplies	16,000	0	0	0	16,000	0	0	0	16,000	0	0	0
	Contractual	52,120	92,100	41,626	85,230	52,120	92,100	2,160	85,230	52,120	92,100	2,160	85,230
	Other	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL		69,835	92,100	61,359	85,230	69,835	92,100	21,893	85,230	69,835	92,100	21,893	85,230
Portion of the total contributed by local government										0			
Portion of the total contributed by state government										0			

EBPA

Evergreen Building Products Association

Personnel Expenses

#	Explanation & Calculation	1st Year					2nd Year				3rd Year																		
		Non-Fed Share					Non-Fed Share				Non-Fed Share																		
		reu Share	pgm Inc	Other	In-Kind		reu Share	pgm Inc	Other	In-Kind	reu Share	pgm Inc	Other	In-Kind															
	<table border="1"> <tr> <th colspan="3">Salary calculation</th> <th colspan="2">Ann. Increase</th> </tr> <tr> <th>a</th> <th>b</th> <th>c=ab</th> <th>d</th> <th>e=cd</th> </tr> <tr> <th>% of time</th> <th>Ann Sal.</th> <th>Allocated Salary</th> <th>%</th> <th>Amount</th> </tr> </table>	Salary calculation			Ann. Increase		a	b	c=ab	d	e=cd	% of time	Ann Sal.	Allocated Salary	%	Amount													
Salary calculation			Ann. Increase																										
a	b	c=ab	d	e=cd																									
% of time	Ann Sal.	Allocated Salary	%	Amount																									
1	<p>EBPA Director Strategic planning, implementation of activities, member relations, trade missions, trade shows</p> <p>*[30% 76,234 22,870 3%] varies w/year</p>	22,870			15,247	23,556			15,427	24,263			15,427																
	<u>Personnel international</u>				0				0				0																
<i>Domestic</i>		22,870	0	0	15,247	23,556	0	0	15,427	24,263	0	0	15,427																
<i>International</i>		0	0	0	0	0	0	0	0	0	0	0	0																
<i>Total</i>		22,870	0	0	15,247	23,556	0	0	15,427	24,263	0	0	15,427																
Portion of the total contributed by local government		0																											
Portion of the total contributed by state government		0																											

This page contains proprietary information, identified between brackets [], the release of which would cause competitive harm to Evergreen Building Product Association.

EBPA Income Statement

US office

2014

Expenses

Seminars, meetings, etc.	5,134
Salaries + benefits	██████████
Research/Contracts	7,500
Office expenses	6,328
Dues/travel	██████████
Insurance	1,233
Total	<u>122,735</u>

Fringe Benefits Rate Calculation

Domestic

Benefits	██████████
Salaries + benefits	<u>██████████</u> ██████████ ██████████

International (not relevant for this example) 0.00%

Indirect Cost Rate

Flat rate allowed for all MDCP projects. = 10.00%

Application for Federal Assistance SF-424		
* 1. Type of Submission: <input type="checkbox"/> Preapplication <input checked="" type="checkbox"/> Application <input type="checkbox"/> Changed/Corrected Application	* 2. Type of Application: <input checked="" type="checkbox"/> New <input type="checkbox"/> Continuation <input type="checkbox"/> Revision	* If Revision, select appropriate letter(s): <input type="text"/> * Other (Specify): <input type="text"/>
* 3. Date Received: Completed by Grants.gov upon submission.	4. Applicant Identifier: <input type="text"/>	
5a. Federal Entity Identifier: <input type="text"/>	5b. Federal Award Identifier: <input type="text"/>	
State Use Only:		
6. Date Received by State: <input type="text"/>	7. State Application Identifier: <input type="text"/>	
8. APPLICANT INFORMATION:		
* a. Legal Name: <input type="text" value="Evergreen Building Products Association"/>		
* b. Employer/Taxpayer Identification Number (EIN/TIN): <input type="text" value="91-1950561"/>	* c. Organizational DUNS: <input type="text" value="0040842000000"/>	
d. Address:		
* Street1: <input type="text" value="1927 S.E. Tacoma Street, #246"/>	Street2: <input type="text"/>	
* City: <input type="text" value="Portland"/>	County/Parish: <input type="text"/>	
* State: <input type="text" value="OR: Oregon"/>	Province: <input type="text"/>	
* Country: <input type="text" value="USA: UNITED STATES"/>	* Zip / Postal Code: <input type="text" value="97202-6639"/>	
e. Organizational Unit:		
Department Name: <input type="text"/>	Division Name: <input type="text"/>	
f. Name and contact information of person to be contacted on matters involving this application:		
Prefix: <input type="text" value="Ms."/>	* First Name: <input type="text" value="Rosemarie"/>	
Middle Name: <input type="text"/>	* Last Name: <input type="text" value="Braden"/>	
Suffix: <input type="text"/>	Title: <input type="text" value="Director"/>	
Organizational Affiliation: <input type="text"/>		
* Telephone Number: <input type="text" value="503-481-5862"/>	Fax Number: <input type="text"/>	
* Email: <input type="text" value="zbraden@ep.org"/>		

Application for Federal Assistance SF-424

*** 9. Type of Applicant 1: Select Applicant Type:**

M: Nonprofit with 501C3 IRS Status (Other than Institution of Higher Education)

Type of Applicant 2: Select Applicant Type:

Type of Applicant 3: Select Applicant Type:

* Other (specify):

*** 10. Name of Federal Agency:**

Department of Commerce

11. Catalog of Federal Domestic Assistance Number:

11.112

CFDA Title:

Market Development Cooperator Program

*** 12. Funding Opportunity Number:**

ITA-INA-OPCM-2015-2004375

* Title:

Market Development Cooperator Program 2015

13. Competition Identification Number:

2515595

Title:

14. Areas Affected by Project (Cities, Counties, States, etc.):

Add Attachment

Delete Attachment

View Attachment

*** 15. Descriptive Title of Applicant's Project:**

Program to create opportunities in Japan's home remodeling and new construction sector for U.S. building materials exporters and designers. Program will also research non-tariff barriers.

Attach supporting documents as specified in agency instructions.

Add Attachments

Delete Attachments

View Attachments

Application for Federal Assistance SF-424

16. Congressional Districts Of:

* a. Applicant * b. Program/Project

Attach an additional list of Program/Project Congressional Districts if needed.

17. Proposed Project:

* a. Start Date: * b. End Date:

18. Estimated Funding (\$):

* a. Federal	<input type="text" value="299,775.00"/>
* b. Applicant	<input type="text" value="795,889.00"/>
* c. State	<input type="text" value="0.00"/>
* d. Local	<input type="text" value="0.00"/>
* e. Other	<input type="text" value="0.00"/>
* f. Program Income	<input type="text" value="0.00"/>
* g. TOTAL	<input type="text" value="1,095,358.00"/>

*** 19. Is Application Subject to Review By State Under Executive Order 12372 Process?**

- a. This application was made available to the State under the Executive Order 12372 Process for review on
- b. Program is subject to E.O. 12372 but has not been selected by the State for review.
- c. Program is not covered by E.O. 12372.

*** 20. Is the Applicant Delinquent On Any Federal Debt? (If "Yes," provide explanation in attachment.)**

Yes No

If "Yes", provide explanation and attach

21. *By signing this application, I certify (1) to the statements contained in the list of certifications and (2) that the statements herein are true, complete and accurate to the best of my knowledge. I also provide the required assurances** and agree to comply with any resulting terms if I accept an award. I am aware that any false, fictitious, or fraudulent statements or claims may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 218, Section 1001)**

** I AGREE

** The list of certifications and assurances, or an internet site where you may obtain this list, is contained in the announcement or agency specific instructions.

Authorized Representative:

Prefix: * First Name:

Middle Name:

* Last Name:

Suffix:

* Title:

* Telephone Number: Fax Number:

* Email:

* Signature of Authorized Representative: * Date Signed:

BUDGET INFORMATION - Non-Construction Programs

OMB Number: 4040-0006
Expiration Date: 06/30/2014

SECTION A - BUDGET SUMMARY

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. MDCP	11.112	\$	\$	\$ 299,775.00	\$ 795,583.00	\$ 1,095,358.00
2.						
3.						
4.						
5. Totals		\$	\$	\$ 299,775.00	\$ 795,583.00	\$ 1,095,358.00

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SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total (5)
	(1)	(2)	(3)	(4)	
	MDCP				
a. Personnel	\$ 70,689.00	\$ 46,101.00	\$	\$	\$ 116,790.00
b. Fringe Benefits	19,581.00	12,769.00			32,350.00
c. Travel	5,145.00	59,199.00			64,344.00
d. Equipment	0.00	0.00			
e. Supplies	48,000.00	0.00			48,000.00
f. Contractual	156,360.00	577,936.00			734,296.00
g. Construction					
h. Other	0.00	0.00			
i. Total Direct Charges (sum of 6a-6h)	299,775.00	696,005.00			\$ 995,780.00
j. Indirect Charges		99,578.00			\$ 99,578.00
k. TOTALS (sum of 6i and 6j)	\$ 299,775.00	\$ 795,583.00	\$	\$	\$ 1,095,358.00
7. Program Income	\$	\$	\$	\$	\$

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SECTION C - NON-FEDERAL RESOURCES					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e)TOTALS	
8. MDCP	\$ 829,474.00	\$	\$	\$ 829,474.00	
9.					
10.					
11.					
12. TOTAL (sum of lines 8-11)	\$ 829,474.00	\$	\$	\$ 829,474.00	
SECTION D - FORECASTED CASH NEEDS					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	\$	\$	\$	\$	\$
14. Non-Federal	\$				
15. TOTAL (sum of lines 13 and 14)	\$	\$	\$	\$	\$
SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT					
(a) Grant Program	FUTURE FUNDING PERIODS (YEARS)				
	(b)First	(c) Second	(d) Third	(e) Fourth	
16.	\$	\$	\$	\$	
17.					
18.					
19.					
20. TOTAL (sum of lines 16 - 19)	\$	\$	\$	\$	
SECTION F - OTHER BUDGET INFORMATION					
21. Direct Charges: Dom fringe benefits 27.70%	22. Indirect Charges: 10.0%				
23. Remarks: For fringe benefits 0%					

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ASSURANCES - NON-CONSTRUCTION PROGRAMS

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0040), Washington, DC 20503.

PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

NOTE: Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the awarding agency. Further, certain Federal awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project cost) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, through any authorized representative, access to and the right to examine all records, books, papers, or documents related to the award; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
4. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
5. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
6. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681-1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee-3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.
7. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal or federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
8. Will comply, as applicable, with provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.

9. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333), regarding labor standards for federally-assisted construction subagreements.
10. Will comply, if applicable, with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
11. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) Implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
12. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
13. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq.).
14. Will comply with P.L. 93-348 regarding the protection of human subjects involved in research, development, and related activities supported by this award of assistance.
15. Will comply with the Laboratory Animal Welfare Act of 1966 (P.L. 89-544, as amended, 7 U.S.C. §§2131 et seq.) pertaining to the care, handling, and treatment of warm blooded animals held for research, teaching, or other activities supported by this award of assistance.
16. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
17. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-133, "Audits of States, Local Governments, and Non-Profit Organizations."
18. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.
19. Will comply with the requirements of Section 106(g) of the Trafficking Victims Protection Act (TVPA) of 2000, as amended (22 U.S.C. 7104) which prohibits grant award recipients or a sub-recipient from (1) Engaging in severe forms of trafficking in persons during the period of time that the award is in effect (2) Procuring a commercial sex act during the period of time that the award is in effect or (3) Using forced labor in the performance of the award or subawards under the award.

SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL	TITLE
Completed on submission to Grants.gov	Chief Financial and Operations Officer
APPLICANT ORGANIZATION	DATE SUBMITTED
Auto Care Association	Completed on submission to Grants.gov

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Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, 'New Restrictions on Lobbying.' The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

In any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

* NAME OF APPLICANT

Evergreen Building Products Association

* AWARD NUMBER

* PROJECT NAME

Japan Residential Remodeling & Policy Research

Prefix:

Ms.

* First Name:

Rosemarie

Middle Name:

* Last Name:

Braden

Suffix:

* Title:

Director

* SIGNATURE:

Completed by Grants.gov upon submission.

* DATE:

Completed by Grants.gov upon submission.

