



# New Brunswick Forest Products Commission

Annual Report 2018-2019

Energy & Resource Development

1 November 2019

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November 1, 2019

Hon. Mike Holland, Minister  
Department of Energy & Resource Development  
P. O. Box 6000  
Fredericton, NB  
E3B 5H1

Dear Sir,

***Re: New Brunswick Forest Products Commission – 2018-19 Annual Report***

On behalf of the New Brunswick Forest Products Commission, it is my privilege to submit our Annual Report for the period April 1, 2018 to March 31, 2019. The report has been designed to highlight the activities and accomplishments of the Forest Products Commission for the fiscal year 2018-19, and to provide summary information regarding the seven forest products marketing boards.

Sincerely,

A handwritten signature in black ink, appearing to read "Andrew Green". The signature is fluid and cursive, with the first name "Andrew" being more prominent than the last name "Green".

Andrew Green, CPA (Vt), CGMA  
Chairman  
New Brunswick Forest Products Commission

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# Chairman's Message

The New Brunswick Forest Products Commission (FPC), an agency established in 1971 by the *Forest Products Act*, oversees the seven Forest Products Marketing Boards (the "Marketing Boards") and acts as a liaison in the marketing relationships between private woodlot owners, the seven Marketing Boards, forest industries (pulp mills, sawmills and consumers) and the Government of New Brunswick. The Commission and Marketing Boards have legislated authority regarding regulation of the production and marketing of primary forest products from private woodlots. The Commission reports to the Minister of Energy and Resource Development and to the Crown Corporations Committee, a standing committee of the New Brunswick Legislature.

This Annual Report is designed to be in line with the reporting of the Government of New Brunswick's and Department of Energy and Resource Development's formal management system which focuses on performance reporting and aims to provide better accountability to the public.

The annual report of the New Brunswick Forest Products Commission (the "Commission") provides summary information about the Commission's activities as well as the financial and statistical information for the fiscal year ending March 31, 2019. The primary function of the report is to be the major accountability document for the Legislative Assembly and the public. It serves as the key link between the objectives and duties of the Commission and the results obtained.

The Commission and its staff continued work over the year to improve the ways that the duties of the Commission align with its legislated objectives. We look forward to continuing that process throughout the next year.

Andrew Green  
Chairman, New Brunswick Forest Products Commission

# Highlights from the Past Year

A Commission decision on appeals that had been filed with the Commission from four appellants regarding the Southern New Brunswick Forest Products Marketing Board (SNB Board) Order # 2015-604 was appealed to the New Brunswick Court of Appeal in January 2018 by the SNB Board. The appeal was heard by Court of Appeal in April 2018 and rendered its decision on December 6, 2018 which upheld the decision of the Commission.

In January 2018, the Commission initiated an investigation into the nature and extent of the relationship between Southern New Brunswick Forest Products Marketing Board (SNB) and the SNB Wood Co-operative Ltd (Co-op). In July 2018, the Commission delivered its investigation report to the Board of Directors of SNB, finding that the way SNB was structured was not compliant with the Natural Products Act and included orders to remediate the situation.

The Commission began conducting stumpage data collection in November of 2018, covering the periods of October 1, 2016 to September 30, 2017 and October 1, 2017 to September 30, 2018. As of March 31, 2019, analysis for these periods and preparation of reports were not complete.

On January 15, 2019, the Commission met with the Minister and Assistant Deputy Minister of ERD to discuss the structure of the Commission. The members of the Commission recommended that more resources be assigned to the Commission and that the Commission would be developing a strategic plan for the Commission. The Commission forwarded the strategic plan to the Minister in March of 2019 and discussions with the Department continued beyond March 31, 2019 with respect to the strategic plan and the additional resources required by the Commission.

As part of recommendations from the Auditor General's Office, the Commission has begun to chart its own performance targets for certain operational activities and the members will review the status of these targets at the monthly meetings.

The Commission assisted the seven Forest Products Marketing Boards in the development of a common accounting system for the Marketing Boards. The Commission along with the developer provided a training session for the new system for the Marketing Boards in November 2018 which was well received by the participants and identified opportunities to improve the use of the system. Work continues to achieve full implementation of the system as well as improvements to the system.

A woodlot owner who was a director with the North Shore Forest Products Marketing Board submitted a proposal to split the Restigouche County parishes from the North Shore Board area to form their own Marketing Board. The Commission compiled all the relevant information and numbers and responded by stating that the proposal of a new Marketing Board is not viable.

The Executive Director participated in a steering committee for a project involving the Department of Energy & Resource Development and the Treasury Board called Private Woodlot Optimization. The objective is to review the current state of private woodlots in New Brunswick and make recommendations to optimize structure, ensure sustainable supply and value for the Province to

provide confidence to woodlot owners and stakeholders.

## Commission Objectives and Duties

The Forest Products Commission (Commission) was established in 1971 by the *Forest Products Act*, although it draws its authority, duties and responsibilities from that act, as well as the *Natural Products Act*. The primary role of the Commission is general supervision over the operations of the seven Forest Products Marketing Boards (Boards) in New Brunswick that are established under the *Natural Products Act*.

Under the *Natural Products Act*, regulations have been made by the Lieutenant-Governor in Council establishing the seven Forest Products Marketing Boards and the authority of those Boards to collect levies from primary forest products that are produced and marketed. Regulations are also made by the Commission that defines the administration and governance of each Forest Products Marketing Board. The table below outlines the year of establishment, establishing regulation, administration regulation, and associated agency of each Board.

Forest Products Marketing Board	Year of Establishment	Establishing Regulation	Administrative Regulation(s)	Associated Organization
Carleton-Victoria	1978	Regulation 2014-1	Regulation 2005-140	Carleton-Victoria Wood Producers Association
Madawaska	1961		Regulation 2006-87	N/A
North Shore	1973		Regulation 2005-142	N/A
Northumberland County	1974		Regulation 2005-144	Northumberland County Woodlot Owners Association
South East New Brunswick	1981		Regulation 2005-106	N/A
Southern New Brunswick	1979		Regulation 2005-146	S.N.B. Wood Cooperative Ltd.
York Sunbury Charlotte	1978		Regulation 2005-148	N/A

The objectives of the Commission are:

- (a) to encourage and facilitate the achievement of expanding markets and equitable prices for both the producer and consumer of purchased primary forest products; and
- (b) to encourage and facilitate the optimum utilization of private woodlot resources.

The duties of the Commission are:

- (a) to examine and consider data relevant to the production and sale of purchased primary forest products,
- (b) to facilitate meaningful dialogue between producers and consumers,
- (c) to administer the negotiation process between the Producer Associations and their agents,
- (d) to act as conciliator when requested in disputes arising between a Producer Association

- and a consumer of primary forest products,
- (e) to conduct inquiries on the following matters with respect to primary forest products:
    - (i) the cost of production, distribution and transportation;
    - (ii) prices, markets and systems of classification; and
    - (iii) any other matter related to marketing,
  - (f) to investigate complaints in relation to the marketing of primary forest products,
  - (g) to be informed regarding developments in the harvesting and marketing of primary forest products, and
  - (h) to recommend to the Minister the institution of those marketing controls that appear necessary or advisable.

The Commission is responsible for the overall conduct of the regulated forest products marketing system for private lands in New Brunswick. It is responsible for ensuring that the Boards exercise the powers granted to them in the manner intended. The Commission:

- has general supervision of the seven regulated Forest Products Marketing Boards;
- provides liaison and is the body of appeal for Marketing Boards, private woodlot owners, government and industry;
- lends assistance in resolving disputes between: woodlot owner, board, industry, contractor, broker, etc.;
- can facilitate the negotiation, conciliation, and arbitration between Boards and industry;
- investigates complaints in relation to the marketing of primary forest products;
- provides policy advice to the Minister of Energy & Resource Development, and
- recommends amendments to regulations pertaining to Marketing Boards and the marketing system.

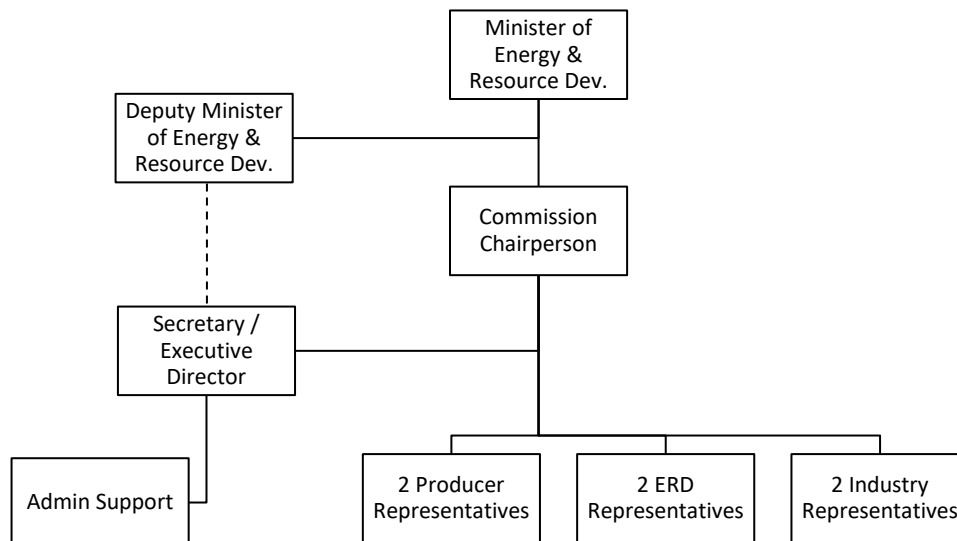
The seven Marketing Boards are given specific powers by regulation and the role of the Commission is to verify they work within the scope of their marketing plans. In doing so, the Commission represents the interests of the private woodlot owners in each Marketing Board regulated area.

## Overview of Commission Operations

The Commission is responsible to the Minister of Energy & Resource Development. The Commission's structure is defined by the Forest Products Act, and includes seven members appointed by the Lieutenant-Governor in Council. The Commission is designed to provide a fair representation of all segments of the forest sector, including two representatives of the producers (private woodlot owners), two representatives of the forest industries of New Brunswick, two representatives of the Department of Energy & Resource Development, and one independent Chair. Appointment terms of industry and producer representatives are up to three years and appointment terms of the ERD representatives and the Chair are up to five years.

During the year, the Commission had employees consisting of an Executive Director / Secretary and two administrative support staff, who are employees of the Department of Energy & Resource Development.





Sector	Representative
Independent Chair	Andrew Green
Energy & Resource Development	Carol Dixon
Energy & Resource Development	Maurice Harquail
Producers	Claude Pelletier
Producers	Lisa Barkley
Forest Industries	Mike O'Blenis
Forest Industries	Gerard Robichaud

### Changes in Commission Membership

In July of 2018, Mr. Andrew Green was appointed to the Commission as Chairman, Ms. Lisa Barkley was appointed as a representative for producers and Mr. Maurice Harquail was appointed as a representative for the Department of Energy and Resource Development.

### Data Collection

The Commission regularly collects data from the Boards, including monthly production, sales of primary forest products through the Boards, financial statements and reports of forest management revenues and expenditures related to the Private Woodlot Silviculture Program. During the 2018-19 year, the Commission continued to work on initiatives aimed at improving the consistency and accuracy of production data collected from the Boards.

### Auditing and Reporting

The production data and audited financial information was compiled, standardized and assessed to provide reports and information to the Minister of Energy & Resource Development. A financial review of the Provincial Private Land Silviculture program was completed, verifying that no more



than 20% of the provincial silviculture monies have been retained by the Boards for program administration costs and that Boards provide additional revenue detail for the 10% of the government funding level required as “owner funding” in this fiscal year. The Commission also conducted procedural audits of the Transportation of Primary Forest Products Certificates. Transportation Certificates are audited in each Marketing Board region for level of completion of information required by regulation and accuracy of the information recorded on the Certificates.

### Legislation – Acts / Regulations / Orders

The Commission did not create any new acts or regulations during the 2018-2019 year. The Commission reviewed Negotiations Agencies Order 2005-189 used to formalize the negotiation process. A substantial rewrite of the Southern New Brunswick Forest Products Marketing Board Regulation was done to adjust their Board size, structure and governance. The Commission issued the following orders and amended the following regulation during the 2018-2019 year:

Order /Reg. No.	Subject	Date In Force	Date Repealed or Expiry (if applicable)
2018-196	Borrowing Authorization – Carleton-Victoria Forest Products Marketing Board	August 21, 2018	August 20, 2019
2018-396	Borrowing Authorization – South East New Brunswick Forest Products Marketing Board	August 21, 2018	August 20, 2019
2018-596	Borrowing Authorization – York Sunbury Charlotte Forest Products Marketing Board	September 18, 2018	September 17, 2019
2005-146	Southern New Brunswick Forest Products Marketing Board Regulation	April 3, 2019	N/A

### Investigations

The Commission received requests to conduct four investigations during the 2018-19 year.

A joint investigation by the New Brunswick Forest Products Commission and the Department of Justice and Public Safety was conducted under the *Transportation of Primary Forest Products Act* regarding the non-payment of Marketing Board levies by an individual contractor in the Carleton-Victoria Forest Products Marketing Board area. The findings from the investigation were made available to the Carleton-Victoria Board to enable the Board to invoice for the missing levy payments.

Following the results of the decision of the New Brunswick Court of Appeal on a Commission Panel decision related to the Southern New Brunswick Forest Products Marketing Board, the Commission followed up on a request that was received in the previous year to investigate the relationship between the Southern New Brunswick Forest Products Marketing Board and the Southern New Brunswick Wood Co-operative Ltd. The Commission had appointed two inspectors to conduct an inspection into the accounts and records of both the SNB Board and Co-op in conjunction with an investigation under 12(4)(a) of the *Natural Products Act*. The findings showed that there were many legislative and financial issues with the governance of the Board and the principal agent agreement between the Board and the Co-op leading to some conflicts of interest within the relationship between both entities. This led to the Commission to begin assisting the SNB Board in transitioning business away from the SNB Co-op and separating both organizations

with six remedial actions to be completed by the Board and implemented by March 31, 2019. The members of the Commission expressed concerns that the requested actions would not be completed by March 31 as the deadline approached and at the Commission meeting of March 29, 2019, put forth a motion that the Commission, notwithstanding legal counsel to the contrary, would begin carrying out the powers of the SNB Board, by an order pursuant to subparagraph 13(d)(i) of the Natural Products Act, effective April 15, 2019.

A woodlot owner who was also a director for District 1 in the North Shore Forest Products Marketing Board requested that the Commission consider a separation of Districts 1, 2, 3 and 4 (districts within Restigouche County) from the rest of the North Shore Board. The Commission assessed the viability of this proposal and determined that it was not feasible to separate the region from a financial perspective.

A request was received to investigate mills in Maine purchasing softwood saw material from private woodlots in New Brunswick and whether or not the appropriate levies were being paid to the Boards within which the wood originated. Due to limited resources, this investigation was temporarily deferred to a later date, but the Commission also decided that when it is resumed that it be expanded to include woodlot deliveries being exported to all markets outside of New Brunswick to assess that levy orders are being complied with around the Province.

### **Commission Meetings**

The Commission conducted twelve meetings during the year with a 90%-member participation rate. All twelve of the meetings were held in Fredericton.

### **Negotiations**

As part of its mandate, the Commission is responsible for the administration of the negotiation process between Boards and consumers. It does so through Commission Order 2005-189 (*Forest Products Marketing Boards Negotiating Agencies Order – Natural Products Act*). The Order requires that Boards and consumers of primary forest products register the names of the individuals that will undertake negotiations between the parties (Negotiating Agencies) with the Commission. In 2018-19, there were five negotiating agencies formally filed with the Commission between Marketing Boards and processors but no reports on negotiations filed. No agreements were filed with the Commission between Marketing Boards and processors.

## **Financial Information**

The Commission receives its funding through the budget of the Department of Energy & Resource Development. It is the sole source of funding for the Commission. A balance sheet has not been prepared because the Commission draws its funding directly from ERD, according to an agreed upon budget. The Commission does not receive the funding as a grant, but operates directly from the ERD budget, with administrative support from the Department. The Commission is a body corporate, as determined by the *Forest Products Act* and confirmed by the Office of the Auditor General. The Commission expenditures are also included in the ERD Annual Report and financial statements. The Chair of the Commission is paid \$25,000 annually and the other six members of the Commission who attend monthly meetings are paid a per diem (\$150 per day) while engaged in work of the Commission which is set by Order of the Lieutenant-Governor in Council. Reimbursement for reasonable travel expenses is in accordance with New Brunswick Government

Travel Policy AD-2801.

**New Brunswick Forest Products Commission Financial Statement 2018-19**

	<b>2018-19 Budget</b>	<b>2018-19 Expenditures</b>	<b>Budget Variance</b>
<b><i>Administration</i></b>			
Regular Payroll and Benefits	\$ 243,200	\$ 178,807	\$ 64,393
Administration Travel Expenses	6,000	1,739	4,261
Rent/Operating Expenses	41,900	44,674	(2,774)
Administration Sub-total	291,100	225,220	65,880
<b><i>Members' Expenses</i></b>			
Members' per diem	36,700	32,500	4,200
Members' Travel Expenses	13,800	7,581	6,219
Members' Sub-total	50,500	40,081	10,419
General Program Sub-Total	341,600	265,301	76,299
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<b>Total</b>	<b>\$ 341,600</b>	<b>\$ 265,301</b>	<b>\$ 76,299</b>

- Source: ERD / NB Forest Products Commission

# Appendix A – Private Woodlot Production and Sales Data

Forest Products Marketing Board Volume in Cubic Metres (excluding biomass)								
Year	Carleton-Victoria	Madawaska	North Shore	Northumberland	South East NB	Southern NB	York Sunbury Charlotte	Total
2009-10	181,400	99,900	137,300	19,500	126,200	119,200	112,200	795,700
2010-11	243,500	124,100	117,800	20,700	113,300	163,200	122,800	905,400
2011-12	165,700	144,900	192,200	33,000	193,600	327,400	147,600	1,204,400
2012-13	150,100	195,500	203,800	47,500	162,500	292,600	144,300	1,196,300
2013-14	206,600	207,800	238,100	112,400	239,000	420,000	245,300	1,669,200
2014-15	213,800	164,100	252,100	140,500	226,100	354,600	238,900	1,590,100
2015-16	320,691	239,681	266,031	232,378	253,282	431,263	345,008	2,088,334
2016-17	296,232	265,355	238,159	247,137	242,536	505,446	447,462	2,242,327
2017-18	237,470	191,480	172,148	195,564	252,737	404,589	357,643	1,811,631
<b>2018-19</b>	<b>280,469</b>	<b>153,840</b>	<b>131,845</b>	<b>222,433</b>	<b>317,375</b>	<b>422,530</b>	<b>269,761</b>	<b>1,798,253</b>
<b>Average</b>	<b>229,596</b>	<b>178,666</b>	<b>194,948</b>	<b>127,111</b>	<b>212,663</b>	<b>344,083</b>	<b>243,097</b>	<b>1,530,165</b>

2018-19 Forest Products Marketing Board Volumes in Cubic Metres (excludes biomass & firewood)								
Species	Carleton-Victoria	Madawaska	North Shore	Northumberland	South East NB	Southern NB	York Sunbury Charlotte	Total
Softwood Harvest	142,965	91,183	79,110	149,658	225,097	318,660	178,736	1,185,409
Softwood AAC (70%)	100,000	75,000	180,000	120,000	250,000	345,000	265,000	1,335,000
Softwood AAC(Max.)	140,000	105,000	260,000	180,000	345,000	495,000	385,000	1,910,000
Hardwood Harvest	124,968	53,185	51,297	62,588	89,210	92,417	76,149	549,814
Hardwood AAC (70%)	125,000	95,000	215,000	90,000	185,000	305,000	235,000	1,250,000
Hardwood AAC (Max.)	190,000	145,000	310,000	125,000	270,000	430,000	345,000	1,815,000

Forest Products Marketing Board Sales \$								
Year	Carleton-Victoria	Madawaska	North Shore	Northumberland	South East NB	Southern NB	York Sunbury Charlotte	Total
2009-10	5,384,809	3,856,060	2,518,514	517,901	3,327,433	4,396,302	7,089,168	27,090,187
2010-11	8,847,112	4,055,273	3,183,222	1,032,416	4,483,899	5,646,943	6,954,290	34,203,155
2011-12	8,317,063	5,692,710	5,287,399	1,589,679	7,280,015	8,937,481	8,787,461	45,891,808
2012-13	7,708,280	7,365,283	6,209,351	2,341,227	6,195,271	11,643,389	9,080,488	50,543,289
2013-14	10,828,824	10,081,022	6,803,711	4,752,291	9,949,186	22,350,491	13,336,721	78,102,246
2014-15	10,822,864	7,587,292	6,467,140	6,280,849	10,424,132	15,438,242	9,281,149	66,301,668
2015-16	15,830,539	10,635,742	7,662,715	6,948,588	11,215,054	12,802,239	8,151,419	73,246,296
2016-17	15,431,461	10,431,716	7,625,007	8,235,854	9,370,499	14,354,767	10,399,983	75,849,287
2017-18	12,238,602	6,456,252	6,677,025	6,579,017	4,727,007	11,248,064	7,462,226	55,388,193
<b>2018-19</b>	<b>15,091,166</b>	<b>7,822,783</b>	<b>6,800,081</b>	<b>7,287,898</b>	<b>3,942,402</b>	<b>10,697,078</b>	<b>8,804,429</b>	<b>60,445,837</b>
<b>Average</b>	<b>11,050,072</b>	<b>7,398,413</b>	<b>5,923,417</b>	<b>4,556,572</b>	<b>7,091,490</b>	<b>11,751,500</b>	<b>8,934,733</b>	<b>56,706,197</b>

# Appendix B – Forest Products Marketing Board Silviculture Revenue and Expenditures

2018-19 Silviculture Program	Forest Products Marketing Board							Total
	Carleton- Victoria	Madawaska	North Shore	Northum- berland	South East NB	Southern NB	York Sunbury Charlotte	
GNB Silv. Program Funding (\$)	\$ 401,775	\$ 697,739	\$ 775,996	\$ 420,968	\$ 731,144	\$ 862,469	\$ 734,321	\$ 4,624,412
Private Silv. Program Funding	\$ 76,857	\$ 84,236	\$ 134,215	\$ 147,283	\$ 179,215	\$ 119,393	\$ 173,828	\$ 915,027
Total Silv. Program Funding (\$)	\$ 478,632	\$ 781,975	\$ 910,211	\$ 568,251	\$ 910,359	\$ 981,862	\$ 908,149	\$ 5,539,439
GNB Cost Share %	84%	89%	85%	74%	80%	88%	81%	83%
Direct GNB Silv. Program Expenditures	\$ 321,420	\$ 572,861	\$ 637,341	\$ 351,964	\$ 587,283	\$ 680,433	\$ 610,293	\$ 3,761,595
Direct GNB Silv. Program Expense %	80%	82%	82%	84%	80%	79%	83%	81%
Silv. Program Administration Expense %	20%	18%	18%	16%	20%	21%	17%	19%
Total GNB Program Funding	\$ 401,775	\$ 697,739	\$ 775,996	\$ 420,968	\$ 731,144	\$ 862,469	\$ 734,321	\$ 4,624,412

## Appendix C – Forest Products Marketing Board Financial Reporting

Forest Products Marketing Board Balance Sheet Summary								
2018-19	CV	MAD	NSH	NTH	SENB	SNB	YSC	Total
<b>Assets</b>								
Current	862,981	940,242	730,139	628,853	996,016	945,596	922,346	6,026,173
Investments	-	-	53,668	-	-	5	-	53,668
Capital Assets & Equipment	1,080	121,891	261,068	8,344	53,312	-	27,356	473,051
Restricted Funds	-	84,154	-	-	-	-	-	84,154
<b>Total Assets</b>	<b>864,061</b>	<b>1,146,287</b>	<b>1,044,875</b>	<b>637,197</b>	<b>1,049,328</b>	<b>945,601</b>	<b>949,702</b>	<b>6,637,051</b>
<b>Liabilities</b>								
Current	461,177	245,614	167,555	86,790	187,147	90,800	149,194	1,388,277
Long Term	-	-	94,000	70,000	-	-	-	164,000
<b>Total Liabilities</b>	<b>461,177</b>	<b>245,614</b>	<b>261,555</b>	<b>156,790</b>	<b>187,147</b>	<b>90,800</b>	<b>149,194</b>	<b>1,552,277</b>
<b>Net Assets</b>								
Net Assets	402,884	900,673	783,320	480,407	-	-	505,210	3,072,494
Retained Earnings	-	-	-	-	862,181	854,801	295,298	2,012,280
Total Liabilities and Equity	864,061	1,146,287	1,044,875	637,197	1,049,328	945,601	949,702	6,637,051
<i>Year End</i>	<i>Mar 31</i>	<i>Mar 31</i>	<i>Mar 31</i>	<i>Mar 31</i>	<i>Mar 31</i>	<i>Mar 31</i>	<i>Mar 31</i>	

Forest Products Marketing Board Income Statement Summary								
2018-19	CV	MAD	NSH	NTH	SENB	SNB	YSC	Total
<b>Revenue</b>								
Wood Sales	15,091,166	7,822,783	6,800,081	7,287,898	3,942,402	10,697,078	8,804,429	60,445,837
Cost of Wood Sales	15,049,825	7,598,111	6,800,081	7,047,531	3,942,675	10,438,786	8,758,338	59,635,347
<b>Net Sales</b>	<b>41,341</b>	<b>224,672</b>	<b>0</b>	<b>240,367</b>	<b>(273)</b>	<b>258,292</b>	<b>46,091</b>	<b>810,490</b>
Fees, Levies & Other	358,132	(23,023)	286,205	724,224	447,327	1,042,364	1,229,245	4,064,474
<b>Net Revenue</b>	<b>399,473</b>	<b>201,649</b>	<b>286,205</b>	<b>964,591</b>	<b>447,054</b>	<b>1,300,656</b>	<b>1,275,336</b>	<b>4,874,964</b>
<b>Expenditures</b>								
<b>Net Income (Loss)</b>	<b>269,485</b>	<b>241,094</b>	<b>238,856</b>	<b>882,272</b>	<b>268,371</b>	<b>1,319,616</b>	<b>1,147,018</b>	<b>4,366,712</b>
	<b>129,988</b>	<b>(39,445)</b>	<b>47,349</b>	<b>82,319</b>	<b>179,229</b>	<b>(18,960)</b>	<b>128,318</b>	<b>508,798</b>

Change from Previous Year	2018-19	2017-18	Variance	% Change
Assets (\$)	6,637,051	6,242,852	394,199	+6%
Liabilities (\$)	1,552,277	1,752,907	(200,630)	-13%
Retained Earnings (\$)	2,012,280	1,657,197	355,083	+18%
Net Revenue (\$)	4,874,964	4,555,977	318,987	+7%
Expenditures (\$)	4,366,712	4,466,891	(100,179)	-3%
Net Income/ (Loss) (\$)	508,798	134,066	374,732	+74%
Wood Sales (\$)	60,445,837	55,383,531	5,062,306	+8%
Softwood Production (x 1,000 m3)	1,185	1,103	82	+7%

Hardwood Production (x 1,000 m3)	550	634	(84)	-15%
Total Production (x 1,000 m3)	1,735	1,737	(2)	-1%

## Appendix D – Forest Products Marketing Board Contact Information

**Carleton-Victoria Forest Products Marketing Board**  
 151 Perkins Way, Florenceville, NB, E7L 3P6  
*Agent: Carleton-Victoria Wood Producer's Association*

Chairman: Roy McLellan  
 Manager: Linda Bell  
 Telephone: (506) 392-5584  
 Fax: (506) 392-8290  
 Email: [info@cvwpa.ca](mailto:info@cvwpa.ca)

**Madawaska Forest Products Marketing Board**  
 640 rue Principale  
 St. Jacques, NB, E7B 1Y4

Chairman: Charles Albert  
 Manager: Diane Landry  
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**North Shore Forest Products Marketing Board**  
 2807 Miramichi Avenue, P. O. Box 386  
 Bathurst, NB, E2A 3Z3

Chairman: Mario Comeau  
 Manager: Patrick Doucet  
 Telephone: (506) 548-8958  
 Fax: (506) 548-1165  
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**Northumberland County Forest Products Marketing Board**  
 271 McMurdo Street, Industrial Park  
 P. O. Box 494, Miramichi, NB, E1V 3M6  
*Agent: Northumberland Co. Woodlot Owners and Pulp Producers Assoc. Inc.*

Chairman: Ken English  
 Acting Manager: Paula Creamer  
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**South East New Brunswick Forest Products Marketing Board**  
 P. O. Box 5074, Shediac, NB, E4P 8T8  
*(Site Location: 3384 Rte 132, Scoudouc, N.B. E4P 3S7)*

Chairman: Gerard Dupuis  
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**Southern New Brunswick Forest Products Marketing Board**  
 P. O. Box 4473, Sussex, NB, E4E 5L6  
*(Site Location: 13 Drury's Cove Rd, Sussex, N.B. E4E 4E4)*

Chairman: Bill Richards  
 Interim Manager: Chris Spencer  
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 Fax: (506) 433-3623  
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**York Sunbury Charlotte Forest Products Marketing Board**  
 P.O. Box 424 – Station A  
 Fredericton, NB, E3B 4Z9

Chairman: Chris Bubar  
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