

From: [Karen Brandt](#)
To: [Rob Douglas](#); [Mike Caljouw](#); [Bruce Findlay](#); [Becky Hogg](#); [Chris Istace](#); [Christopher Justice](#); [Tek Manhas](#)
Cc: [Ted Swabey](#)
Subject: Correspondence re: April 1 Council Meeting – Motion on Log Exports
Date: Monday, March 23, 2026 11:29:47 AM
Attachments: [Mosaic Letter to North Cowichan Mayor and Council - Motion on Log Exports 260323.pdf](#)
[Mosaic - Private Managed Forest Lands and International Markets - Factsheet.pdf](#)

Some people who received this message don't often get email from karen.brandt@mosaicforests.com. [Learn why this is important](#)

Dear Mayor Douglas and Members of Council,

Please find attached a letter from Mosaic Forest Management regarding the proposed motion on log exports scheduled for consideration at your April 1 meeting. For additional context, I have also included a brief factsheet on private managed forest lands and international markets.

In our letter, we respectfully request that Council consider deferring the motion to allow time for a meeting with Mosaic before it is voted on, to support a more informed discussion.

We would welcome the opportunity to connect further.

Thank you for your time.

Sincerely,

Karen Brandt



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March 23, 2026

Mayor and Council
Municipality of North Cowichan
7030 Trans-Canada Highway
North Cowichan, BC, V9L 6A1

Re: North Cowichan Motion on Log Exports and Fibre Availability

Dear Mayor Douglas and Council,

I am writing in advance of your April 1 meeting regarding the proposed motion on fibre security and log exports. We appreciate Council's focus on supporting forestry workers, families, and rural communities on Vancouver Island — priorities we share.

However, the motion, as currently drafted, does not accurately reflect how the coastal fibre system operates and risks unintended consequences for the local mills, workers and communities the Council is seeking to support.

Mosaic Forest Management is a top supplier of logs to BC manufacturing facilities, supporting more than 60 mills on the coast, including 30 on Vancouver Island. Mosaic is the largest supplier of logs for chipping to pulp and paper mills on the coast, including a decades-long fibre supply agreement with Crofton. Given the potential implications of this motion, engagement with fibre suppliers and manufacturers would support a more informed discussion.

International markets sustain local manufacturing

The motion suggests international log sales from private managed forest lands reduce fibre available for domestic manufacturing when in fact the opposite is true.

Under BC law, logs must be offered to local mills before they can be sold internationally and are only approved for export when those opportunities are not taken up. A nearby example of this would be Western's Chemainus sawmill which is built for old growth large logs – Mosaic harvests second growth Douglas-Fir.

Domestic log prices on the coast are set by the Vancouver Log Market, which does not distinguish between logs originating from private or Crown land with pricing determined by species and grade, and prices are [published](#) monthly by the Province.

Today, most of Mosaic's fibre remains in the domestic market, with a significant portion sold below the cost of production at domestic pricing. Access to competitive international markets for the surplus logs declined by domestic mills helps sustain a system supporting more than 2,000 workers, 700 contractors, and over 60 manufacturing facilities across BC.

The Province also recognizes the important role that log exports from Crown lands play in supporting local manufacturing. On February 23, 2026, it introduced [a coast-wide pilot "fee-in-lieu of manufacturing" for Crown tenures](#) by allowing more flexibility around exports from public lands.

I'd also encourage the Council to review recent minutes from the Regional District of Nanaimo which pulled its motion regarding log exports after learning about the potential impacts to local manufacturers. You can read the CBC story [here](#).

Fibre availability

A recent analysis by Resource Works, [The Myth of the 'Raw Log'](#) is worth reviewing before the motion is heard. It notes that the term has become an emotional trigger that obscures the real policy failures driving BC's forestry decline.

If the objective is to improve fibre availability, the primary issue is not exports from private lands but the decline in Crown harvest levels and the high cost of operating on the coast – key drivers of reduced fibre supply to mills like Crofton and Chemainus. Last year only 6.5 million m³ of fibre came from Crown lands on the Coast which is significantly below the sustainable allowable annual cut of 15 million m³ set by the Province's Chief Forester.

These challenges have been outlined by the Coast Forest Policy Council, which includes Harmac, Domtar, The United Steelworkers, Truck Loggers Association, Western Forest Products, A&A Trading, and Mosaic, [here](#).

Opportunity for discussion

The coastal forest sector is highly integrated and complex, and the challenges we face won't be solved by any one action taken in isolation. We understand that exports are a tough and emotionally charged issue – but ignoring the real drivers of fibre scarcity and sector costs won't make them go away. The workers and communities who depend on this industry deserve real solutions, and we believe we can only find those by working together. We remain open to meeting with you to discuss our business and the future of the coastal forest sector.

With that in mind, I respectfully request that Council consider deferring the motion to allow time for a meeting with Mosaic before it is voted on. I am unavailable on April 1st due to a scheduled medical procedure, but I am committed to making myself available at Council's earliest convenience thereafter. I believe a brief meeting would result in a much more informed discussion and ultimately a better outcome for the workers and communities we both care about.

Sincerely,



Karen Brandt
Senior Vice President, Public Affairs & Partnerships
Mosaic Forest Management

cc Ted Swabey, Chief Administrative Officer, North Cowichan

KEEPING COASTAL COMMUNITIES WORKING:

The Role of Private Managed Forest Lands and International Markets



The New Reality of Coastal Forestry

B.C.'s coastal forest sector is facing significant decline.

- Harvest levels down 50% over the past decade
- 5,400 jobs lost since 2022
- 15 log-consuming mill closures since 2005
- \$400 million drop in coastal tax revenue

These trends reflect system-wide pressures including ongoing harvest shortfalls from public (Crown) lands.

Stable fibre supply is essential to keep mills operating, contractors working, and communities strong.

As harvests on Crown lands decline, private managed forests and access to international markets are playing

an increasingly important role in supporting the coastal forest sector.

Domestic Markets Come First

Log exports are permitted from both public and private lands in B.C. **Under B.C. law, before logs are marketed internationally, they must first be offered to domestic manufacturers at domestic market prices.**

International sales are only permitted when:

- No domestic offers are made
- Regulatory approvals are obtained
- Applicable fees and permits are secured

Domestic use is the priority.

Why International Market Access Matters

Coastal harvest areas produce a range of log types, not all of which

are suited to the size and grade configurations of domestic mills.

At the same time, **B.C. is a high-cost operating environment and domestic prices do not always cover harvesting and delivery costs.**

International markets provide:

- An outlet for logs that domestic mills decline
- Increased fibre utilization
- Pricing that helps offset harvesting and delivery costs

This helps keep harvesting economically viable, which in turn sustains fibre supply for B.C. mills.

International markets complement – not compete with – domestic manufacturing.

HOW INTERNATIONAL SALES ARE REGULATED

STEP01

Logs intended for international sale are offered to B.C. manufacturers at domestic market prices

STEP02

A domestic-use exemption is sought if no domestic buyer is secured

STEP03

For logs harvested from Crown land, forest companies pay a provincially determined fee-in-lieu charge

STEP04

All required provincial or federal permits are secured before logs leave B.C.

International sales apply only to surplus logs declined by domestic mills.

DOMESTIC USE COMES FIRST

Every B.C. log sold internationally was first offered to domestic manufacturers at domestic market prices.

International sales apply only to surplus logs declined by domestic mills.

Market access supports viable harvesting.

The result: Viable harvests. Steady fibre for B.C. mills. Livable, fair wages for coastal workers.



From all parts of Vancouver Island to Northern and Interior B.C. and the Lower Mainland, Mosaic supplies more than 60 mills in the province, including 30 on the Island.

Private Managed Forest Lands: A Stabilizing Force

Private managed forest lands now **account for 32% of coastal harvest.**

As public harvest levels have declined, private lands provide:

- Predictable harvesting
- Stable fibre flow to domestic mills
- Ongoing employment for contractors and suppliers

Private lands help stabilize the coastal forestry system in the short term – but they cannot be a long-term solution to low harvests on public lands. **Long-term recovery requires predictable harvest levels from both public and private lands.**

Mosaic Keeps B.C. Working

- **100% of logs** Mosaic sells internationally were first declined by domestic mills.
- **60% of Mosaic's volume** goes to B.C. mills, consistently and reliably
- **60+ domestic mills** rely on Mosaic supply
- **Top supplier to local pulp mills**

Economic Impact

- **2,000** employees + contractors
- **700+ vendors** across 80 B.C. communities
- **\$470 million** total supply chain spend
- **\$160 million** in wages, supporting local families
- **\$15 million** in local taxes annually

The Future of Working Forests

As a 100% Canadian-owned company backed by public sector pension plans, Mosaic takes a long-term approach to responsible land management.

Mosaic is evolving from a traditional forestry company into a diversified land manager – integrating sustainable timber production with watershed services, carbon projects, renewable energy, recreation and real estate.

This integrated approach strengthens the long-term performance of working forests while keeping forestry at the core.

Protecting working forests for the future requires policy and market conditions that support economically viable harvesting.

Strong Forest Policy is a Choice. Let's Make it Together

Coastal forestry is an interconnected system. A stable policy environment – combined with economically viable harvesting and predictable harvest levels – enables mills to operate, contractors to remain active and communities to thrive.

Securing the future of coastal forestry requires:

- **Addressing Crown land harvest challenges**, restoring harvest flow and confidence for investment
- **Maintaining international market access**, enabling viable harvesting and fibre use
- **Supporting private land forestry**, securing stable supply for domestic manufacturers
- **Ensuring phased, balanced policy implementation**, providing stability for workers, communities and investors

With the right framework, coastal forestry can remain a cornerstone of B.C.'s economy.

Forestry is not a problem to fix – It is a strategic sector to strengthen.