

Department of Land and Natural Resources
Division of Forestry and Wildlife

Request for Interest (RFI)

Hawai'i Wood Utilization Discovery and Market Development and Strategic Facilitation
Convening the Hawai'i Wood Utilization Team and Advancing Local Wood Market & Product Development.

Project Description

The Department of Land and Natural Resources (DLNR), Division of Forestry and Wildlife (DOFAW), seeks a qualified contractor to facilitate, coordinate, and advance implementation of the Hawai'i Wood Utilization Team (HWUT) as part of the USDA Forest Service-funded Scaling Wood Markets in Hawai'i initiative.

Hawai'i possesses significant forest resources capable of supporting a stronger local wood products economy. While high-value koa continues to support a niche market, tens of thousands of acres of mature eucalyptus plantations and other managed forests remain underutilized because of long-standing barriers related to harvesting, transportation, processing, manufacturing, marketing, and product demand.

Rather than conducting a traditional assessment alone, this project brings together buyers, mills, processors, manufacturers, builders, researchers, government agencies, and other stakeholders to systematically identify barriers to market development and to collaboratively implement practical solutions throughout the project period – potentially identifying a few products that would support forest management activities and the economy.

The selected contractor will serve as facilitator, coordinator, and technical support for the Hawai'i Wood Utilization Team, helping transform discussion into measurable progress while developing a long-term roadmap for expanding Hawai'i's wood products industry.

This project is intended to move beyond producing another assessment. The desired outcome is a coordinated statewide effort that identifies barriers, implements practical solutions where feasible during the project period, and establishes a clear roadmap for expanding Hawai'i's wood products industry.

Detailed Scope

Re-establish and coordinate the Hawai'i Wood Utilization Team as a statewide collaborative. Use existing studies and interviews to identify barriers that limit development of local wood products markets. Support a roadmap of practical implementation of solutions identified during the project that can increase utilization of locally grown wood, particularly eucalyptus. Create an ongoing forum for partnerships among government agencies, private industry, landowners, researchers, architects, builders, and community organizations.

Produce a strategic roadmap for continued growth of Hawai'i's wood utilization sector that includes policy, practice and investments.

Task 1 – Project Coordination and Facilitation

Organize regular meetings with participants

Prepare agendas

Facilitate discussions and questions

Document meeting outcomes and share notes

Track action items and follow up

Coordinate communication

Maintain project momentum, progress and next steps in an efficient manner.

Task 2 – Market Barrier Analysis

Generalized inventory of spp using existing knowledge but knowing data is likely to be general.

Understanding operational elements of **supply-side dynamics**, including costs around Harvesting, Transportation, Milling, Kiln drying, and secondary manufacturing.

Product development, Marketing, Distribution, procurement, workforce investment opportunities.

Develop a demand-side component that is robust, knowledgeable and willing to support the local wood economy and forest management needs.

Other constraints that emerge.

Task 3 – Implementation Support

Develop a Road Map that identifies potential for buyers, coordinates existing demonstration projects, and raises visibility on this issue.

Assist pilot product development, etc.

Task 5 – Strategic Roadmap

Priority actions

Investment recommendations

Policy recommendations

Funding opportunities

Partnerships

Five-year implementation roadmap

Deliverables

Project Plan

Meeting agendas and summaries

Stakeholder database and online assets maps with suggestions

Barrier assessment

Workshop materials

Draft Hawai'i Wood Utilization Roadmap/strategy

Final report and presentation

Desired Qualifications

Built environment and sustainability background

Forest products or wood utilization or other product experience

Collaborative facilitation and team management

Project management and stakeholder engagement

Business or market development and market landscape analysis

Knowledge of Hawai'i forests is useful but not critical.

Evaluation Criteria

Criterion	Points
Facilitation and collaborative leadership	15
Technical knowledge of products and built environment and wood utilization	15
Project management and implementation	10
Understanding of Hawai'i's industries	10
Quality and feasibility of work plan	10

Reporting

The funded project must provide a final grant accomplishment report and financial status report to the Forestry Program, DLNR Division of Forestry and Wildlife.

Term of Grant Period

Funding for this RFI is associated with the State's fiscal year 2027 and federal fiscal year 2027–28. The selected project will start upon award and run until September 1, 2027.

Timeline:

- RFI open for submissions: August 17, 2026 (closes August 28, 2025)
- Award announced: September 5, 2025
- Project period: September 15, 2026 (or date of purchase order) – June 30, 2027 with extensions upon mutual agreement at least 30 days in advance.
- Final invoice and report due: July 15, 2027