



Wood & Sons  
36 Lefrancois Lane  
Sanford ME 04073

4/9/2025

Testimony of Wood & Sons  
in Favor of LD 1212

“Resolve, to Study Opportunities for the Efficiency Maine Trust to Support the Promotion and Use of Modern Wood Heating”

Senator Lawrence, Representative Sachs and members of the Committee on Energy, Utilities and Technology. My name is Tony Wood and I am co-owner of Wood & Sons, the newest wood pellet manufacturer in Maine, and the current President of the Maine Pellet Fuels Association. I am here today to speak to you in favor of LD 1212, a Resolve to Study Opportunities for the Efficiency Maine Trust to Support the Promotion and Use of Modern Wood Heating.”

My family has worked in the forest products industry for over 130 years, 5 generations of sawdust in our blood. We have a love for our forests that is built on stewardship and careful balance – we understand that the woods must be tended to and cared for over generations, or it can easily be lost. We work hard every day to take care of our unique resource here in Maine, and we wish we had more time to speak out about the benefits of our industry and its role in protecting Maine’s forests. I am here today to share our enthusiasm for Modern wood heating, and its place in our future of energy independence and environmental stewardship.

Our forest products industry produces many valuable products we take for granted every day, from sustainable building materials for our homes, to the cardboard that ships your Amazon packages, to the toilet paper that wipes your... well you know. This industry carefully tends to Maine’s forests, ensuring every part of the tree has a valuable use, and the trees grow back faster, stronger and healthier after they are harvested. Modern wood heating holds an important place in that story. I think of wood pellets, because that’s what we make every day at our state-of-the-art facility in Sanford. We take the lowest value “waste” from sawmills, secondary manufacturing factories and logging operations, and we create an efficient, consistent fuel that is less expensive than oil, propane and electricity, and very price stable over the long term.

Modern wood heating provides unmatched warmth and comfort on the coldest, darkest days, whether the wind is blowing, or the sun is shining. It is the only source of energy we can grow, manufacture and control here in Maine. It is more than a fuel option, it is an economic powerhouse that keeps going, creating hundreds of jobs and economic impact that lasts for decades. The strength of our forest industry affords us the unique opportunity to use their waste products to heat our homes, schools and businesses, at one of the lowest cost per unit of any fuel available. This unique local resource means over 90% of every dollar spent stays in Maine, creating a multiplier effect for the entire supply chain and our rural communities.



The biggest challenge to our industry seems to be awareness. In previous years, when wood heating received equal attention and incentives from Federal and State agencies, the industry grew by leaps and bounds. Several new mills were built (including ours), new businesses sprung forth to assemble, install and service these modern heating systems and deliver the fuel, and our state was well positioned in the Northeast to lead by example, showing others the benefits of this powerful addition to our local rural economies. Unfortunately, our industry was new and had some challenges executing this opportunity. Now, 20 years on, many positive developments and hard lessons learned, we are still here, and we still need an equal opportunity to show the people of Maine the value of this locally produced energy asset. It can provide significant savings, environmental and community benefits, and allow us to be more stable and energy independent. With over 50% of our electricity generated by imported natural gas and oil, and costs more volatile than ever, modern wood heat is one of the only options readily available, locally produced, and price stable.

This resolve is a step towards ensuring that modern wood heating remains an important part of the story for Mainers making decisions for their energy future. Mainers need to have accessible options to heat their homes affordably, and communicating about all of these options is a difficult but important task. The incentive programs currently available for modern wood heating are generous and very compelling, but many Mainers don't know they exist. Efficiency Maine has one of the best platforms for sharing this story with our communities, so this resolve aims to renew how we tell that story, so it is not lost in the noise. Maine has invested in and benefitted from the forest products industry for generations, and this is an important moment to affirm that support. The nascent heat pump industry has been the center of attention in recent years, but Maine's own energy source deserves to remain an important part of the story. I encourage you to support LD 1212 and help us continue to share the benefits of one of Maine's most valuable and important resources with her people and communities. Thank you for your time and the opportunity to speak with you today, and I can answer any questions you may have.