

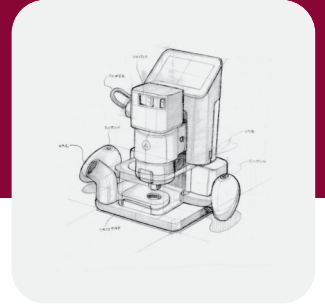
# **The Wood Industry**

**Information and Opportunities  
for Educators, Students, and Schools**

**Prepared by**



# CTE & The Wood Industry



## INTERSECTING CTE PATHWAYS

Manufacturing, CAD (2D & 3D), Robotics, Automation, Programming, Engineering, Forestry, Supply Chain, Art & Design, Entrepreneurship, Business

## PERCEPTION VS REALITY

The public perception of woodworking is hand tool work, typified by the trope of “grandpa in the garage making a wooden chair”.

The reality of wood manufacturing is industrial scale production of furniture, flooring, cabinetry, and other interior furnishings made using a combination of skilled labor and (increasingly) automated machinery.

## TYPES OF JOBS

CNC Operator, Machinery Maintenance Technician, Custom Millworker, Estimator, Cabinet Installer, Manufacturing Engineer, Millwork Drafting Engineer, Software Designer, Shop Manager, Project Manager, and more!



## SUSTAINABILITY

Wood, if managed properly, is a perpetually renewable resource. In North America, forests have expanded for over 60 years and are well-tended for harvesting. Without proper management, forests become overgrown with dead material, fueling large forest fires.

Additionally, the decomposition of valuable wood releases carbon into the atmosphere. Using wood for durable products like construction lumber, furniture, and cabinets can naturally sequester carbon for extended periods, as wood is comprised of half carbon by dry weight.





# Student Pathways

SoCal

## INTERNSHIPS/APPRENTICESHIPS

Find internships and apprenticeships through companies, schools, and non-profits. Reach out to local schools and relevant organizations to connect with nearby opportunities. If you are in Orange County, CA and want to connect with a local employer contact Tovi Spero, AWFS Education Director at [tovi@awfs.org](mailto:tovi@awfs.org) or (323) 215-0311.

SoCal Organizations to know about:

- Vital Link (LA, OC, IE)
- EXP - the opportunity engine (LA, OC)
- OC Pathways (OC)



## RELEVANT CERTIFICATES

Furniture making, Cabinetmaking, CNC Woodworking, CNC Programmer, CAD Drafting and Design, Quality Control/Inspection Technician, Manufacturing Technology, and more!

## LOCAL COMMUNITY COLLEGE PROGRAMS

### Wood Product Manufacturing

- Cerritos College (LA)
- Palomar College (SD)



### Related Programs (Manufacturing Technology, CAD, etc...)

- Orange Coast College (OC)
- Irvine Valley College (OC)
- Saddleback College (OC)
- Cypress College (OC)
- Fullerton College (OC)
- El Camino College (LA)

## BACHELOR'S AND BEYOND

- San Diego State University, California
- Pittsburg State University, Kansas
- University of British Columbia, Vancouver, Canada
- ATU Connemara, Ireland



# Industry Skills

## Business

ERP & Sales Software

Marketing

Production workflow and scheduling

Legal and Industry compliance

Supply chain management

## Technical

Technical drawings & blueprints

Cutting, shaping, & joining

Surface prep/finishing

CNC machine programming

CAD & CAM software

Equipment maintenance

## Soft Skills

Networking

Open to learning

Collaboration

Creativity

Flexibility

Being dependable

# Jobs & Salaries

(January 2025)

## Architectural Millwork (Local OC)

### Custom Woodworker

\$30/hour starting

### Estimator

\$75K/year starting

### Project Manager

\$80K/year starting

### Drafter/Engineer

\$25/hour starting



## Material Distributor/ Manufacturer (CA, NV, AZ)

### Inside Sales Rep.

\$19-33/hour

### Outside Sales Rep.

\$75K-400K/year w/ commission

### Warehouse Worker

\$19-25/hour

### Millworker

\$20-25/hour



## ERP Software (Fully Remote)

### Account Executive

\$75K-85K/year w/o commission  
\$150K-\$200K/year w/ commission

### Business Dev. Rep.

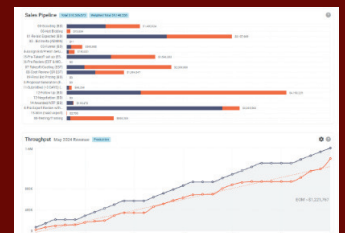
\$55K-65K/year w/o commission  
\$75K-85K/year w/ commission

### Onboarding Specialist

\$70K-90K/year w/ bonus

### Marketing Specialist

\$56K-90K/year





# Grants, Scholarships, & Competitions

Visit these organizations' websites to learn more about financial opportunities for students and schools.

## Grants & Scholarships



CENTER for FURNITURE CRAFTSMANSHIP  
*Teaching Creative Excellence*



*Cabinet Makers Association*



## Competitions



**Design-it-Digital**

**AWFS** fresh wood  
*Fair*



#YOUNG WOOD PRO



BIENENSTOCK  
FURNITURE LIBRARY



# HOW AWFS® DOES EDUCATION

See how the wood manufacturing industry can help your classes and your students!

## Our Education Programs



### Education for Educators

Seminars for educators at the AWFS® Fair  
Teacher training workshops  
Webinars



### Student Competitions

Fresh Wood student design/build competition  
Design-it-Digital student design competition  
SkillsUSA CA Woodworking competitions



### Industry-Education Connections

Manufacturing Day Tours for students  
Industry guest speakers for schools  
Shadow Days, Internships, and Scholarships



### Society of Wood Manufacturing

Locally connecting students, teachers, hobbyists, and industry professionals to support the wood industry.

Woodworking is...

SUSTAINABILITY

MANUFACTURING

ROBOTICS

CAD

SOFTWARE

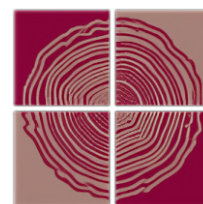
ART & DESIGN

MACHINERY

## Contact & Learn More

Tovi Spero  
AWFS® Education Director  
[tovi@awfs.org](mailto:tovi@awfs.org)

[www.awfs.org](http://www.awfs.org)





# How can AWFS® help YOUR classroom?

**Source guest speakers**

**Connect to industry partners  
for material donations**

**Organize student and/or teacher  
industry tours**

**Connect schools to industry for  
internships and apprenticeships**

**Hands-on workshops for  
teachers and students**



ASSOCIATION OF WOODWORKING  
& FURNISHINGS SUPPLIERS®





**Tovi Spero**  
**AWFS Education Director**

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**(323) 215-0311**

**[www.awfs.org](http://www.awfs.org)**