



NEW YORK HEARTWOODS



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ACCORD, NY | STUDIO VISITS BY APPOINTMENT

FULL-CIRCLE DESIGN

New York Heartwoods (NYH) works at the intersection of forest resource management and wood product fabrication to help architects, landscape architects, designers, and land owners create high-quality furniture and building materials with their own cleared or fallen trees.

Employing our network of sawyers, wood drying kilns, and skilled fabrication teams, NYH can create finished furniture and surfaces from site-based timber in as little as 18-20 weeks. With our background in felling timber, milling and drying our own lumber, architectural design, construction, and furniture fabrication we know the questions to ask and protocols to follow to steward trees into beautiful, meaningful products and materials.



FULL-CIRCLE IMPACT

- **Responsiveness** - Full-Circle Design addresses a changing climate and employs resources made available naturally via storm felled and compromised trees, or through thoughtfully planned design
- **Regeneration** - The use of onsite trees is a whole systems approach that prevents unnecessary extraction of other forest resources. For every tree we work with, one is planted
- **Resiliency** - Materials and products produced from onsite resources are free from supply chain disruptions
- **Transparency** - Working with wood from trees you know allows for a complete understanding of the human and environmental impact of the materials used
- **Circularity** - Natural resources from the site live on at the site
- **Climate Positivity** - Transforming trees into furniture, building materials, and/or other products stores carbon that would be emitted if that wood was chipped or burned
- **Biophilia** - Brings the natural world into interior spaces in ways that can improve health and well-being



PROCESS

Full-Circle Projects can begin when the trees are standing (preferred) or already on the ground. Early involvement in the process allows NYH to yield the best results for our clients.

Project inquiries start with an email to megan@newyorkheartwoods.com that includes:

- Images of the trees/logs to be used
- Information on tree species (if known), dimensions, location, and accessibility
- Dimensions, drawings and/or reference images of the furniture and building materials needed. Furniture designs can be custom and/or pieces from our [NYH Collection](#).



If the trees seem suitable for processing and to achieve the desired results, a site visit is scheduled to identify the best logs for the project, take necessary measurements, and work through design details and material needs.

The information gleaned from the visit is distilled into a proposal that includes a project summary, estimates, and timelines for wood processing and fabrication services.

Upon approval, a deposit for 50% of the wood processing fee is due and when received the project coordination begins. While the wood is drying, any necessary design work is completed. The project balance and fabrication deposits are due when the wood comes out of the kiln. The balance for fabricated goods and materials is due prior to shipping/delivery.



FAQS



- **Involvement?** We achieve the best results with the least amount of waste when our work begins while trees are still standing or cut trunks are as long as possible
- **Tree Removals?** NYH does not take down trees, though we dovetail with arborists to make sure trees are cut in a way that best yields the materials needed
- **Mills and Kilns?** NYH works with a vetted network of sawyers and kiln operators. We project manage the transport, milling and drying processes to seamlessly achieve high quality materials
- **Minimums?** Any number of trees/logs can be used, though the cost per board foot (BFT = 144 cubic inches) to produce Full-Circle lumber generally decreases when more logs are processed
- **Log and Lumber Sizes?** Mill-able logs have diameters of 14-60" and are 5-20' long. Kilns can generally dry wood up to 16'8" (faster drying) or 20'L (slower drying for longer lead times) and 4" thick. Thicker wood can be created though cannot be fully dried, limiting its applications
- **Location?** The mills and kilns used for each project depend on the client's location and sawyer and/or kiln availability. In most cases, logs are transported to a mill, though portable mills can be brought to the site. The latter requires a flat accessible area and a tolerance for the noise, sawdust, and waste wood that results from the milling process
- **Lead Times?** Wood can be dried in as little as 8-10 weeks. Depending on the species, thickness, and kilns available, the wood can benefit from air drying from two months to a year, or more. Fabrication generally takes 10-14 weeks, depending on the size and complexity of the project
- **Pricing?** The average cost of kiln dried Full-Circle wood is around \$7-9/BFT - comparable to or less than commercial costs of live-edge, wide (9"+) and/or thick (1.5"+) hardwood lumber, and higher than most softwoods and 1" thick material (i.e. for flooring or paneling). Pricing is provided as an estimate only as unforeseen labor costs may arise during the log transport, milling and/or handling. Any additional expenses are communicated and approved before advancing to the next step of the project
- **Storage?** Due to limited space, kiln dried wood not required for fabrication purposes will be returned to the client or is subject to monthly storage fees. It is best stored in a dry indoor location. If temporary storage is needed, contact us for availability & pricing

F E E S



- **Site Visits:** Required for Full Circle Projects and those with built-ins in order to generate accurate quotes. Local (within 40 miles of Accord, NY) site visits with up to 10 trees have a flat fee of \$500, and include a proposal with a project synopsis, costs, and timelines for wood processing and fabrication services. Larger scale projects are billed on a case-by-case basis. Additional travel time/mileage is billed at \$1/mile. Site visits outside of driving distance can be in person or virtual and are billed at \$100/hr or \$1200/day, plus any necessary travel time/expenses.
- **Consulting:** Additional consulting time beyond the initial project proposal is billed at \$100/hr, in 15 minute increments, through the duration of the project and is billed at the end of each month.
- **Full Circle Project Terms:** Upon project approval, 50% of the estimated wood processing fee is due to start, the balance is collected when the wood comes out of the kiln. 50% of the design/fabrication cost is due at the time drawings and/or fabrication begins, with the balance upon completion prior to delivery.
- **Design Fees / Shop Drawings:** Unless complete construction drawings are provided, shop drawings for freestanding furniture (tables, benches, chairs, case goods) are created and billed at \$500 per design and include up to two revisions. Additional revisions and/or design time is billed at \$100/hr. Drawings for more intensive projects such as built-ins or large scale installations are priced on a case-by case basis and generally range from \$700-900, depending on complexity.
- **Finish Samples:** \$40/ea plus \$20 for shipping and handling (or can provide a shipping account number/label)



TESTIMONIALS

"New York Heartwoods have been incredible collaborators in my work with Etsy's global office spaces. Their emphasis on sustainable material use and human-centered business made them a perfect match for Etsy's ethos. No matter the challenge we've given them, the New York Heartwoods team has responded with thoughtful and functional designs. The inclusion of handmade, heirloom quality furniture is a pillar of Etsy's office design strategy, and New York Heartwoods have been an excellent partner in delivering this vision."

- JEREMY BABEL, ETSY INC. DESIGN CONSULTANT

"Through NYH's work guiding us through thinking in board feet, innovating with us to determine material thickness and species type, we are better, more informed designers. Their work yields heritage-caliber timber furniture that are truly works of art. We have Megan consult on many of our large and small scale projects - from regenerative agriculture to rural hospitality - and owners and developers always come away with a new way of thinking that supports a truly contextual, comprehensive way of working."

- LOREN DAYE, STUDIO LOVE IS ENOUGH

"We are beyond words on how much we love these pieces from our oak tree. We can't walk past them without stopping and staring for minutes! It's such an honor."

- THOMAS RAY WILLIS

