



UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-K

☒ ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934.

For the fiscal year ended December 26, 2009.

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934.

For the transition period of \_\_\_\_\_ to \_\_\_\_\_.

Commission File No.: 0-22684

UNIVERSAL FOREST PRODUCTS, INC.

(Exact name of registrant as specified in its charter)

Michigan  
(State or other jurisdiction of  
incorporation or organization)

38-1465835  
(I.R.S. Employer  
Identification No.)

2801 East Beltline, N.E., Grand Rapids, Michigan  
(Address of principal executive offices)

49525  
(Zip Code)

Registrant's telephone number, including area code (616) 364-6161

Securities registered pursuant to Section 12(b) of the Act:

Title Of Each Class  
None

Name of Each Exchange on Which Registered  
\_\_\_\_\_

Securities registered pursuant to Section 12(g) of the Act:

Common Stock, no par value  
(Title of Class)

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.  
Yes ☐ No ☒

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act.  
Yes ☐ No ☒

Indicate by checkmark whether the registrant: (1) has filed all reports required to be filed by Section 13, or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements in the past 90 days. Yes ☒ No ☐

Indicate by checkmark whether the registrant has submitted electronically and posted on its corporate Website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ☒ No ☐

Indicate by checkmark if disclosure of delinquent filers pursuant to Items 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. ☒

Indicate by checkmark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. (Check one):

Large accelerated filer ☒ Accelerated filer ☐ Non-accelerated filer ☐ Smaller Reporting Company ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12-2 of the Act.) Yes ☐ No ☒

The aggregate market value of the common stock held by non-affiliates of the registrant (i.e. excluding shares held by executive officers, directors, and control persons as defined in Rule 405, 17 CFR 230.405) on June 27, 2009 was \$600,703,561 computed at the closing price of \$34.91 on that date.

As of January 30, 2010, 19,293,910 shares of the registrant's common stock, no par value, were outstanding.

Documents incorporated by reference:

- (1) Certain portions of the registrant's Annual Report to Shareholders for the fiscal year ended December 26, 2009 are incorporated by reference into Part I and II of this Report.
- (2) Certain portions of the registrant's Proxy Statement for its 2010 Annual Meeting of Shareholders are incorporated by reference into Part III of this Report.

Exhibit Index located on page E-1.

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**DECEMBER 26, 2009**  
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## PART I

### **Item 1. Business.**

#### **General Development of the Business.**

Universal Forest Products, Inc. (“The Company”) was organized as a Michigan corporation in 1955 and is a holding company that provides capital, management and administrative resources to subsidiaries that design, manufacture and market wood and wood-alternative products for DIY/retail home centers and other retailers, structural lumber products for the manufactured housing industry, engineered wood components for the site-built construction market, and specialty wood packaging and components for various industries. The Company’s consumer products subsidiary offers a large portfolio of outdoor living products, including wood composite decking, decorative balusters, post caps and plastic lattice, and its garden group offers an array of products, such as trellises and arches, to retailers nationwide. Our subsidiaries also provide framing services for the site-built market and forming products for concrete construction. The Company is headquartered in Grand Rapids, Michigan, with facilities throughout North America. For more about Universal Forest Products, Inc. go to [www.ufpi.com](http://www.ufpi.com).

Information relating to current developments in our business is incorporated by reference from our Annual Report to Shareholders for the fiscal year ended December 26, 2009 (“2009 Annual Report”) under the caption “Management’s Discussion and Analysis of Financial Condition and Results of Operations.” Selected portions of the 2009 Annual Report are filed as Exhibit 13 with this Form 10-K Report.

#### **Financial Information About Segments.**

Accounting Standards Codification (“ASC”) 280, *Segment Reporting* (“ASC 280”) defines operating segments as components of an enterprise about which separate financial information is available that is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. Under the definition of a segment, our Eastern, Western and Consumer Products Divisions may be considered an operating segment of our business. Under ASC 280, segments may be aggregated if the segments have similar economic characteristics and if the nature of the products, distribution methods, customers and regulatory environments are similar. We have aggregated our Eastern and Western divisions into one reporting segment, consistent with ASC 280. Our Consumer Products Division, which was formed in 2006, is included in “All Other.” Separate Financial information about industry segments is incorporated by reference from Note Q of the Consolidated Financial Statements presented under Item 8 herein.

**Narrative Description of Business.**

We presently engineer, manufacture, treat, distribute and install lumber, composite wood, plastic and other building products for the DIY/retail, site-built construction, manufactured housing, and industrial markets. Each of these markets is discussed in the paragraphs which follow.

DIY/Retail Market. The customers comprising this market are primarily national home center retailers, retail-oriented regional lumberyards and contractor-oriented lumberyards. Generally, terms of sale are established for annual periods, and orders are placed with our regional facilities in accordance with established terms. One customer, The Home Depot, accounted for approximately 32% of our total net sales in fiscal 2009, 27% in 2008, and 26% in 2007.

From time to time we enter into certain sales contracts with The Home Depot. The contracts are limited to the establishment of general sales terms and conditions, such as delivery, invoicing, warranties and other standard, commercial matters. Sales are made by the release of purchase orders to us for particular quantities of certain products. We also enter into marketing agreements and rebate agreements with The Home Depot. The marketing agreements provide a certain percentage of our sales revenue or a minimum dollar amount will be committed to generate sales for us and The Home Depot.

We currently supply customers in this market from many of our locations. These regional facilities are able to supply mixed truckloads of products which can be delivered to customers with rapid turnaround from receipt of an order. Freight costs are a factor in the ability to competitively service this market, especially with treated wood products because of their heavier weight. The close proximity of our regional facilities to the various outlets of these customers is a significant advantage when negotiating annual sales programs.

The products offered to customers in this market include dimensional lumber (both preserved and unpreserved) and various “value-added products,” some of which are sold under our trademarks. In addition to our conventional lumber products, we offer composite wood and plastic products. We also sell engineered wood products to this market, which include roof trusses, wall panels and engineered floor systems (see “Site-Built Construction Market” below).

We are not aware of any competitor that currently manufactures, treats and distributes a full line of both value-added and commodity products on a national basis. We face competition on individual products from several different producers, but the majority of these competitors tend to be regional in their efforts and/or do not offer a full line of outdoor lumber products. We believe the breadth of our product offering, geographic dispersion, customer relationships, close proximity of our plants to core customers, purchasing and manufacturing expertise and service capabilities provide significant competitive advantages in this market.

Site-Built Construction Market. We entered the site-built construction market through strategic business acquisitions. The residential housing customers comprising this market are primarily large-volume, multi-tract builders and smaller volume custom builders. We also supply builders engaged in multi-family and commercial construction. Generally, terms of sale and pricing are determined based on quotes for each order.

We currently supply customers in this market from manufacturing facilities located in many different states and Ontario, Canada. These facilities manufacture various engineered wood components used to frame residential or commercial projects, including roof and floor trusses, wall panels, Open Joist 2000®, I-joists and lumber packages. Freight costs are a factor in the ability to competitively service this market due to the space requirements of these products on each truckload.

We also provide framing services for customers in certain regional markets, in which we erect the wood structure. We believe that providing a comprehensive framing package, including installation, provides a competitive advantage. Terms of sale are based on a construction contract.

Competition in this market is primarily fragmented, but we do compete with a small number of national and regional retail contractor yards who also manufacture components and provide framing services, as well as regional manufacturers of components. Our long-term objective is to continue to increase our manufacturing capacity and framing capabilities for this market in certain regions we do not currently serve in order to expand our national presence. We believe our primary competitive advantages relate to the engineering and design capabilities of our regional staff, customer relationships, purchasing and manufacturing expertise, product quality and timeliness of delivery.

Manufactured Housing Market. The customers comprising the manufactured housing market are producers of mobile, modular and prefabricated homes and recreational vehicles. Products sold to customers in this market consist primarily of roof trusses, lumber cut and shaped to the customer's specification, plywood, particle board and dimensional lumber, all intended for use in the construction of manufactured housing. Sales are made by personnel located at each regional facility based on customer orders.

Our principal competitive advantages include our customer relationships, product knowledge, the strength of our engineering support services, the close proximity of our regional facilities to our customers, our purchasing and manufacturing expertise and our ability to provide national sales programs to certain customers. These factors have enabled us to accumulate significant market share in the products we supply.

Industrial Market. We define our industrial market as industrial manufacturers and agricultural customers who use pallets, specialty crates and wooden boxes for packaging, shipping and material handling purposes. Many of the products sold to this market may be produced from the by-product of other manufactured products, thereby allowing us to increase our raw material yields while expanding our business. Competition is fragmented and includes virtually every supplier of lumber convenient to the customer. We service this market with our dedicated local sales teams and national sales support efforts, combined with our competitive advantages in manufacturing, purchasing, and material utilization.

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Suppliers. We are one of the largest domestic buyers of solid sawn softwood lumber from primary producers (lumber mills). We use primarily Southern Yellow Pine in our pressure-treating operations and site-built component plants in the Southeastern United States, which we obtain from mills located throughout the states comprising the Sunbelt. Other species we use include “spruce-pine-fir” from various provinces in Canada; hemlock, Douglas fir and cedar from the Pacific Northwest; inland species of pine, plantation grown radiata and southern yellow pines from South America; and European spruce. There are numerous primary producers for all varieties we use, and we are not dependent on any particular source of supply. Our financial resources and size, in combination with our strong sales network and ability to remanufacture lumber, enable us to purchase a large percentage of a primary producer’s output, (as opposed to only those dimensions or grades in immediate need), thereby lowering our average cost of raw materials and allowing us to obtain programs such as consigned inventory. We believe this represents a competitive advantage.

Intellectual Property. We own several patents and have several patents pending on technologies related to our business. In addition, we own numerous registered trademarks and claim common law trademark rights to several others. As we develop proprietary brands, we may pursue registration or other formal protection. While we believe our patent and trademark rights are valuable, the loss of a patent or any trademark would not be likely to have a material adverse impact on our competitive position.

Backlog. Due to the nature of our DIY/retail, manufactured housing and industrial businesses, backlog information is not meaningful. The maximum time between receipt of a firm order and shipment does not usually exceed a few days. Therefore, we would not normally have a backlog of unfilled orders in a material amount. The relationships with our major customers are such that we are either the exclusive supplier of certain products and/or certain geographic areas, or the designated source for a specified portion of the customer’s requirements. In such cases, either we are able to forecast the customer’s requirements or the customer may provide an estimate of its future needs. In neither case, however, will we receive firm orders until just prior to the anticipated delivery dates for the products in question.

On December 26, 2009 and December 27, 2008, we estimate that backlog orders associated with the site-built construction business approximated \$66.4 million and \$57.7 million, respectively. With respect to the former, we expect that these orders will be primarily filled within the current fiscal year, however, it is possible that some orders could be canceled.

Environmental. Information required for environmental disclosures is incorporated by reference from Note O of the Consolidated Financial Statements presented under Item 8 herein.

Seasonality. Information required for seasonality disclosures is incorporated by reference from Item 1A. Risk Factors under the caption “*Seasonality and weather conditions could adversely affect us.*”

Employees. On December 26, 2009, we had approximately 4,900 employees.



**Financial Information About Geographic Areas.**

The dominant portion of our operations and sales occur in the United States. Separate financial information about foreign and domestic operations and export sales is incorporated by reference from Note Q of the Consolidated Financial Statements presented under Item 8 herein.

**Available Information.**

Our Internet address is [www.ufpi.com](http://www.ufpi.com). Through our Internet website under “Financial Information” in the Investor Relations section, we make available free of charge, as soon as reasonably practical after such information has been filed with the SEC, our annual report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K, and amendments to those reports filed pursuant to Section 13(a) or 15(d) of the Securities Exchange Act. Also available through our Internet website under “Corporate Governance” in the Investor Relations section is our Code of Ethics for Senior Financial Officers.

**Reports to Security Holders.**

Not applicable.

**Enforceability of Civil Liabilities Against Foreign Persons.**

Not applicable.

**Item 1A. Risk Factors.**

***We are subject to regional, national and global economic conditions.*** The unprecedented decline in economic conditions throughout the United States could depress demand for our products further.

***We are subject to fluctuations in the price of lumber.*** We experience significant fluctuations in the cost of commodity lumber products from primary producers (the “Lumber Market”). A variety of factors over which we have no control, including government regulations, environmental regulations, weather conditions, economic conditions, and natural disasters, impact the cost of lumber products and our selling prices. While we attempt to minimize our risk from severe price fluctuations, substantial, prolonged trends in lumber prices can negatively affect our sales volume, our gross margins, and our profitability. We anticipate that these fluctuations will continue in the future.

***Our growth may be limited by the markets we serve.*** Our sales growth is dependent, in part, upon the growth of the markets we serve. If our markets do not achieve anticipated growth, or if we fail to maintain our market share, financial results could be impaired.

Our ability to achieve sales and margin goals, particularly on sales to the site-built construction market, is impacted by housing starts. If housing starts decline significantly, our financial results could be negatively impacted. National housing starts fell approximately 39% in 2009 compared to 2008 as a result of an excess supply of homes, tight credit conditions, and an increase in foreclosures. The manufactured housing market is constricted due to the excess supply of site-built homes and a lack of available long-term financing and credit-worthy buyers.

***A significant portion of our sales are concentrated with one customer.*** Our sales to The Home Depot comprised 32% of our total sales in 2009, 27% in 2008, and 26% in 2007.

***Current economic and credit market conditions have increased the risk that we may not collect a greater percentage of our receivables.*** Economic and credit conditions may significantly impact our bad debt expense. We continue to monitor our customers' credit profiles carefully and make changes in our terms when necessary in response to this heightened risk.

***Our growth may be limited by our ability to make successful acquisitions.*** A key component of our growth strategy is to complete business combinations. Business combinations involve inherent risks, including assimilation and successfully managing growth. While we conduct extensive due diligence and have taken steps to ensure successful assimilation, factors beyond our control could influence the results of these acquisitions.

***We may be adversely affected by the impact of environmental and safety regulations.*** We are subject to the requirements of federal, state, and local environmental and occupational health and safety laws and regulations. There can be no assurance that we are at all times in complete compliance with all of these requirements. We have made and will continue to make capital and other expenditures to comply with environmental regulations. If additional laws and regulations are enacted, which restrict our ability to manufacture and market our products, including our treated lumber products, it could adversely affect our sales and profits. If existing laws are interpreted differently, it could also increase our financial costs. Current legislation requiring the use of alternate fuel and energy sources is expected to increase our energy costs by 10 to 25%. If additional laws and regulations regarding carbon emission, mandating the use of more expensive energy choices, cap and trade, or taxes and fees on resource use are enacted, it will significantly increase our costs of operation, raise costs to our customers, and create a further barrier to demand for United States manufactured products.

***Seasonality and weather conditions could adversely affect us.*** Some aspects of our business are seasonal in nature and results of operations vary from quarter to quarter. Our treated lumber and outdoor specialty products, such as fencing, decking, and lattice, experience the greatest seasonal effects. Sales of treated lumber, primarily consisting of Southern Yellow Pine, also experience the greatest Lumber Market risk (see "Historical Lumber Prices" in Management's Discussion and Analysis of Financial Condition and Results of Operations which is presented under Item 7 of this Form 10-K and is incorporated herein by reference). Treated lumber sales are generally at their highest levels between April and August. This sales peak, combined with capacity

constraints in the wood treatment process, requires us to build our inventory of treated lumber throughout the winter and spring. (This also has an impact on our receivables balances, which tend to be significantly higher at the end of the second and third quarters.) Because sales prices of treated lumber products may be indexed to the Lumber Market at the time they are shipped, our profits can be negatively affected by prolonged declines in the Lumber Market during our primary selling season. To mitigate this risk, consignment inventory programs are negotiated with certain vendors that are intended to decrease our exposure to the Lumber Market by correlating the purchase price of the material with the related sell price to the customer. These programs include those materials which are most susceptible to adverse changes in the Lumber Market.

The majority of our products are used or installed in outdoor construction activities; therefore, short-term sales volume, our gross margins, and our profits can be negatively affected by adverse weather conditions, particularly in our first and fourth quarters. In addition, adverse weather conditions can negatively impact our productivity and costs per unit.

***Inbound and outbound transportation costs represent a significant part of our cost structure.*** A rapid and prolonged increase in fuel prices will significantly increase our costs. While we attempt to pass these costs along to our customers, there can be no assurance that they would agree to these price increases.

***New preservatives will be developed to treat our products.*** The manufacturers of preservatives continue to develop new preservatives. All of our wood preservation facilities utilize either Amine Copper Quaternary (“ACQ”), ProWood® Micro or borates. While we believe treated products are reasonably priced relative to alternative products such as composites or vinyl, consumer acceptance may be impacted which would in turn affect our future operating results. In addition, new preservatives could increase our cost of treating products in the future.

**Item 1B. Unresolved Staff Comments.**

Not applicable.

**Item 2. Properties.**

Our corporate headquarters building is located in suburban Grand Rapids, Michigan. We currently have approximately 60 facilities located throughout the United States, Canada, and Mexico. Depending upon function and location, these facilities typically utilize office space, manufacturing space, treating space and covered storage.

We own all of our properties, free from any significant mortgage or other encumbrance, except for approximately 19 regional facilities which are leased. We believe all of these operating facilities are adequate in capacity and condition to service existing customer locations.

**Item 3. Legal Proceedings.**

Information regarding our legal proceedings is set forth in Note O of our Consolidated Financial Statements which are presented under Item 8 of this Form 10-K and are incorporated herein by reference.

**Item 4. Submission of Matters to a Vote of Security Holders.**

Not applicable.

**Additional Item: Executive Officers of the Registrant.**

The following table lists the names, ages, and positions of our executive officers as of February 1, 2010. Executive officers are elected annually by the Board of Directors at the first meeting of the Board following the annual meeting of shareholders.

Name	Age	Position
Michael B. Glenn	58	Chief Executive Officer, Universal Forest Products, Inc.
Patrick M. Webster	50	President and Chief Operating Officer, Universal Forest Products, Inc.
C. Scott Greene	53	President, UFP Southern Division
Richard C. Frazier	67	President, UFP Western Division
Robert W. Lees	56	President, UFP Northern Division
Robert D. Coleman	55	Executive Vice President of Manufacturing, Universal Forest Products, Inc.
Matthew J. Missad	49	Executive Vice President and Secretary, Universal Forest Products, Inc.
Michael R. Cole	43	Chief Financial Officer and Treasurer, Universal Forest Products, Inc.
Ronald G. Klyn	52	Chief Information Officer, Universal Forest Products, Inc.
Joseph F. Granger	44	Executive Vice President of Sales and Marketing, Universal Forest Products, Inc.
Michael F. Mordell	52	Executive Vice President of Purchasing, Universal Forest Products, Inc.

*Michael B. Glenn* joined us in 1974. Effective January 1, 2000, Mr. Glenn was promoted to President and Chief Operating Officer. On July 1, 2006, Mr. Glenn became Chief Executive Officer.

*Patrick M. Webster* joined us in 1985. Mr. Webster became Vice President of the Far West Region in 1999, on July 1, 2007, became President of Universal Forest Products Western Division, Inc., and on January 1, 2009 became our President and Chief Operating Officer.

*C. Scott Greene* joined us in 1991. During early 2000, Mr. Greene became President of Universal Forest Products Eastern Division, Inc. On January 1, 2010, Mr. Greene became President of UFP Southern Division.

*Richard C. Frazier* joined us in 1985 as Vice President of our Southwest Region. He held this position until January 1, 2008, when he took on a new position to work on special projects throughout Company. On January 1, 2009, Mr. Frazier became President of the UFP Western Division.

*Robert W. Lees* joined us in 1977. In 1986 he became Regional Vice President of our Northeast Region. On January 1, 2010, Mr. Lees became President of UFP Northern Division.

*Robert D. Coleman*, joined us in 1979. On January 1, 1999, Mr. Coleman was named the Executive Vice President of Manufacturing.

*Matthew J. Missad* joined us in 1985. In February 1996, Mr. Missad was promoted to Executive Vice President.

*Michael R. Cole*, CPA, CMA, joined us in 1993. On July 19, 2000, Mr. Cole became Chief Financial Officer.

*Ronald G. Klyn* joined us in 1993. In October of 1999, Mr. Klyn was promoted to Chief Information Officer.

*Joseph F. Granger* joined us in 1988. In 2002 he became Regional Vice President of the Southeast Region, and on January 1, 2007, he became Executive Vice President of Sales and Marketing.

*Michael F. Mordell* joined us in 1993. In 1999 he became Executive Vice President of Purchasing of Universal Forest Products Western Division, Inc. In November 2007, he became General Manager of Operations for our facility in Lafayette, CO, and on January 1, 2010, Mr. Mordell became Executive Vice President of Purchasing.

## **PART II**

The following information items in this Part II, which are contained in the 2009 Annual Report, are specifically incorporated by reference into this Form 10-K Report. These portions of the 2009 Annual Report that are specifically incorporated by reference are filed as Exhibit 13 with this Form 10-K Report.

### **Item 5. Market for Registrant's Common Equity, Related Shareholder Matters and Issuer Purchases of Equity Securities.**

- (a) The information relating to market, holders and dividends is incorporated by reference from the 2009 Annual Report under the caption "Price Range of Common Stock and Dividends" and "Stock Performance Graph."

There were no recent sales of unregistered securities.

- (b) Not applicable.

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(c) Issuer purchases of equity securities during the fourth quarter.

Fiscal Month	(a)	(b)	(c)	(d)
September 27 – October 31, 2009 <sup>(1)</sup>	16,200	\$ 38.86	16,200	1,200,838
November 1 – 28, 2009	41,000	\$ 37.54	41,000	1,159,838
November 29 – December 26, 2009	26,709	\$ 36.29	26,709	1,133,129

(a) Total number of shares purchased.

(b) Average price paid per share.

(c) Total number of shares purchased as part of publicly announced plans or programs.

(d) Maximum number of shares that may yet be purchased under the plans or programs.

(1) On November 14, 2001 the Board of Directors approved a share repurchase program (which succeeded a previous program) allowing us to repurchase up to 2.5 million shares of our common stock. As of December 26, 2009, the cumulative total of authorized shares available for repurchase is 1.1 million shares.

### **Item 6. Selected Financial Data.**

The information required by this Item is incorporated by reference from the 2009 Annual Report under the caption “Selected Financial Data.”

### **Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations.**

The information required by this item is incorporated by reference from the 2009 Annual Report under the caption “Management’s Discussion and Analysis of Financial Condition and Results of Operations.”

### **Item 7A. Quantitative and Qualitative Disclosures about Market Risk.**

We are exposed to market risks related to fluctuations in interest rates on our variable rate debt, which consists of a revolving credit facility and industrial development revenue bonds. We do not currently use interest rate swaps, futures contracts or options on futures, or other types of derivative financial instruments to mitigate this risk.

For fixed rate debt, changes in interest rates generally affect the fair market value, but not earnings or cash flows. Conversely, for variable rate debt, changes in interest rates generally do not influence fair market value, but do affect future earnings and cash flows. We do not have an obligation to prepay fixed rate debt prior to maturity, and as a result, interest rate risk and changes in fair market value should not have a significant impact on such debt until we would be required to refinance it.

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On December 26, 2009, the estimated fair value of our long-term debt, including the current portion, was \$54.7 million, which was \$0.8 million greater than the carrying value. The estimated fair value is based on rates anticipated to be available to us for debt with similar terms and maturities. The estimated fair value of notes payable included in current liabilities and the revolving credit facility approximated the carrying values.

Expected cash flows over the next five years related to debt instruments are as follows:

<i>(\$US equivalents, in thousands)</i>	2010	2011	2012	2013	2014	Thereafter	Total
<b>Long-term Debt:</b>							
Fixed Rate (\$US)	\$ 673	\$ 711	\$ 40,270				\$ 41,654
Average interest rate	5.6%	5.6%	6.0%				
Variable Rate (\$US)						\$ 12,200	12,200
Average interest rate(1)						0.55%	

(1) Average of rates at December 26, 2009.

### **Item 8. Financial Statements and Supplementary Data.**

The information required by this Item is incorporated by reference from the 2009 Annual Report under the following captions:

“Management’s Annual Report on Internal Control Over Financial Reporting”

“Report of Independent Registered Public Accounting Firm On Internal Control over Financial Reporting”

“Report of Independent Registered Public Accounting Firm On Financial Statements”

“Consolidated Balance Sheets”

“Consolidated Statements of Earnings”

“Consolidated Statements of Shareholders’ Equity”

“Consolidated Statements of Cash Flows”

“Notes to Consolidated Financial Statements”

### **Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure.**

Not applicable.

### **Item 9A. Controls and Procedures.**

- (1) Evaluation of Disclosure Controls and Procedures. With the participation of management, our chief executive officer and chief financial officer, after evaluating the effectiveness of our disclosure controls and procedures (as defined in Exchange Act Rules 13a - 15e and 15d - 15e) as of the year ended December 26, 2009 (the “Evaluation Date”), have concluded that, as of such date, our disclosure controls and procedures were effective.

- (2) Management's Annual Report on Internal Control Over Financial Reporting. Management's Annual Report on Internal Control Over Financial Reporting is included in the 2009 Annual Report under the caption "Management's Annual Report on Internal Control Over Financial Reporting" and is incorporated herein by reference. Our accounting firm's attestation Report on our internal control over financial reporting is also included in the 2009 Annual Report in the caption "Report of Independent Registered Public Accounting Firm On Internal Control over Financial Reporting" and is incorporated herein by reference.
- (3) Changes in Internal Controls. During the fourth quarter ended December 26, 2009, there were no changes in our internal control over financial reporting that materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

**Item 9B. Other Information.**

Not applicable.

**PART III**

**Item 10. Directors, Executive Officers and Corporate Governance.**

Information relating to our directors, compliance with Section 16(a) of the Securities and Exchange Act of 1934 and various corporate governance matters is incorporated by reference from our definitive Proxy Statement for the year ended December 26, 2009 for the 2010 Annual Meeting of Shareholders, as filed with the Commission ("2010 Proxy Statement"), under the captions "Election of Directors," "Corporate Governance and Board Matters," and "Section 16(a) Beneficial Ownership Reporting Compliance." Information relating to executive officers is included in this report in the last Section of Part I under the caption "Additional Item: Executive Officers of the Registrant." Information relating to our code of ethics is included in this report in Part I, Item 1 under the caption "Available Information".

**Item 11. Executive Compensation.**

Information relating to director and executive compensation is incorporated by reference from the 2010 Proxy Statement under the caption "Executive Compensation." The "Personnel and Compensation Committee Report" included in the 2010 Proxy Statement is incorporated hereby by reference for the purpose of being furnished herein and is not and shall not be deemed to be filed under the Securities Exchange Act of 1934, as amended.



**Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Shareholder Matters.**

Information relating to security ownership of certain beneficial owners and management is incorporated by reference from our 2010 Proxy Statement under the captions “Ownership of Common Stock” and “Securities Ownership of Management.”

Information relating to securities authorized for issuance under equity compensation plans as of December 26, 2009, is as follows:

	Number of shares to be issued upon exercise of outstanding options	Weighted average exercise price of outstanding options	Number of shares remaining available for future issuance under equity compensation plans [excluding shares reflected in column (a)]
	(a)	(b)	(c)
Equity compensation plans approved by security holders	473,878	\$ 23.34	2,443,497
Equity compensation plans not approved by security holders	none		

**Item 13. Certain Relationships and Related Transactions, and Director Independence.**

Information relating to certain relationships and related transactions, and director independence is incorporated by reference from the 2010 Proxy Statement under the captions “Election of Directors”, “Affirmative Determination Regarding Director Independence and Other Matters” and “Related Party Transactions.”

**Item 14. Principal Accounting Fees and Services.**

Information relating to the types of services rendered by our Independent Registered Public Accounting Firm and the fees paid for these services is incorporated by reference from our 2010 Proxy Statement under the caption “Independent Registered Public Accounting Firm – Disclosure of Fees.”

**PART IV****Item 15. Exhibits, Financial Statement Schedules.**

- (a) 1. Financial Statements. The following are incorporated by reference, under Item 8 of this report, from the 2009 Annual Report:

Management’s Annual Report on Internal Control Over Financial Reporting

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Report of Independent Registered Public Accounting Firm On Internal Control over Financial Reporting

Report of Independent Registered Public Accounting Firm On Financial Statements

Consolidated Balance Sheets

Consolidated Statements of Earnings

Consolidated Statements of Shareholders' Equity

Consolidated Statements of Cash Flows

Notes to Consolidated Financial Statements

2. Financial Statement Schedules. All schedules required by this Form 10-K Report have been omitted because they were inapplicable, included in the Consolidated Financial Statements or Notes to Consolidated Financial Statements, or otherwise not required under instructions contained in Regulation S-X.

3. Exhibits. Reference is made to the Exhibit Index which is included in this Form 10-K Report.

(b) Reference is made to the Exhibit Index which is included in this Form 10-K Report.

(c) Not applicable.

**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities and Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Dated: February 23, 2010

**UNIVERSAL FOREST PRODUCTS, INC.**

By: /s/ Michael B. Glenn

\_\_\_\_\_  
**Michael B. Glenn,**  
**Chief Executive Officer and**  
**Principal Executive Officer**

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Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below on this 23rd day of February, 2010, by the following persons on behalf of us and in the capacities indicated.

By: /s/ Michael B. Glenn  
**Michael B. Glenn,**  
**Chief Executive Officer and**  
**Principal Executive Officer**

/s/ Michael R. Cole  
**Michael R. Cole,**  
**Chief Financial Officer,**  
**Principal Financial Officer and**  
**Principal Accounting Officer**

Each Director whose signature appears below hereby appoints Matthew J. Missad and Michael R. Cole, and each of them individually, as his attorney-in-fact to sign in his name and on his behalf as a Director, and to file with the Commission any and all amendments to this report on Form 10-K to the same extent and with the same effect as if done personally.

/s/ William G. Currie  
**William G. Currie, Director**

/s/ Dan M. Dutton  
**Dan M. Dutton, Director**

/s/ John M. Engler  
**John M. Engler, Director**

/s/ John W. Garside  
**John W. Garside, Director**

/s/ Michael B. Glenn  
**Michael B. Glenn, Director**

/s/ Gary F. Goode  
**Gary F. Goode, Director**

/s/ Bruce A. Merino  
**Bruce A. Merino, Director**

/s/ Mark A. Murray  
**Mark A. Murray, Director**

/s/ William R. Payne  
**William R. Payne, Director**

/s/ Louis A. Smith  
**Louis A. Smith, Director**

**EXHIBIT INDEX**

<u>Exhibit #</u>	<u>Description</u>
3	Articles of Incorporation and Bylaws.
(a)	Registrant's Articles of Incorporation were filed as Exhibit 3(a) to a Registration Statement on Form S-1 (No. 33-69474) and the same is incorporated herein by reference.
(b)	Registrant's Bylaws were filed as Exhibit 3(b) to a Registration Statement on Form S-1 (No. 33-69474) and the same is incorporated herein by reference.
4	Instruments Defining the Rights of Security Holders.
(a)	Specimen form of Stock Certificate for Common Stock was filed as Exhibit 4(a) to a Registration Statement on Form S-1 (No. 33-69474) and the same is incorporated herein by reference.
10	Material Contracts.
*(a)(4)	Nondisclosure and Non-Compete Agreement with Peter F. Secchia, dated December 31, 2002 was filed as Exhibit 10(a)(4) to a Form 10-K, Annual Report for the year ended December 28, 2002 and the same is incorporated herein by reference.
*(a)(5)	Conditional Share Grant Agreement with William G. Currie dated April 17, 2002 was filed as Exhibit 10(a)(5) to a Form 10-K, Annual Report for the year ended December 28, 2002 and the same is incorporated herein by reference.
*(a)(6)	Form of Conditional Share Grant Agreement utilized under the Company's Long Term Stock Incentive Plan, was filed as Exhibit 10(a) to a Form 10-Q Quarterly Report for the quarter ended September 25, 2004 and the same is incorporated herein by reference.
*(a)(7)	Consulting and Non-Compete Agreement with William G. Currie, dated December 17, 2007 was filed as Exhibit 10(a)(7) to a Form 10-K, Annual Report for the year ended December 29, 2007 and the same is incorporated herein by reference.
*(a)(8)	Employment, Consulting (and Non-Competition) Agreement with Robert K. Hill, dated June 15, 2007 was filed as Exhibit 10(a)(8) to a Form 10-K, Annual Report for the year ended December 29, 2007 and the same is incorporated herein by reference.

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<u>Exhibit #</u>	<u>Description</u>
(b)	Form of Indemnity Agreement entered into between the Registrant and each of its directors was filed as Exhibit 10(b) to a Registration Statement on Form S-1 (No. 33-69474) and the same is incorporated herein by reference.
*(e)(1)	Form of Executive Stock Option Agreement was filed as Exhibit 10(e)(1) to a Registration Statement on Form S-1 (No. 33-69474) and the same is incorporated herein by reference.
*(e)(2)	Form of Officers' Stock Option Agreement was filed as Exhibit 10(e)(2) to a Registration Statement on Form S-1 (No. 33-69474) and the same is incorporated herein by reference.
*(f)	Salaried Employee Bonus Plan was filed as Exhibit 10(f) to a Registration Statement on Form S-1 (No. 33-69474) and the same is incorporated herein by reference.
(i)(4)	Series 2004-A, Credit Agreement dated December 20, 2004 was filed as Exhibit 10(i) to a Form 8-K Current Report dated December 21, 2004 and the same is incorporated herein by reference.
(i)(5)	First Amendment dated February 12, 2007 relating to Series 2004-A, Credit Agreement dated December 20, 2004 was filed as Exhibit 10(i) to a Form 8-K Current Report dated February 15, 2007 and the same is incorporated herein by reference.
(j)(1)	Series 1998-A, Senior Note Agreement dated December 21, 1998 was filed as Exhibit 10(j)(1) to a Form 10-K Annual Report for the year ended December 26, 1998, and the same is incorporated herein by reference.
(j)(2)	Series 2002-A, Senior Note Agreement dated December 18, 2002 was filed as Exhibit 10(j)(2) to a Form 10-K Annual Report for the year ended December 28, 2002 and the same is incorporated herein by reference.
13	Selected portions of the Company's Annual Report to Shareholders for the fiscal year ended December 26, 2009.

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<u>Exhibit #</u>	<u>Description</u>
14	Code of Ethics for Senior Financial Officers
(a)	Code of Ethics for Chief Financial Officer was filed as Exhibit 14(a) to a Form 10-K, Annual Report for the year ended December 25, 2004 and the same is incorporated herein by reference.
(c)	Code of Ethics for Vice President of Accounting was filed as Exhibit 14(c) to a Form 10-K, Annual Report for the year ended December 31, 2005 and the same is incorporated herein by reference.
21	Subsidiaries of the Registrant.
23	Consent of Ernst & Young LLP.
31	Certifications.
(a)	Certificate of the Chief Executive Officer of Universal Forest Products, Inc., pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
(b)	Certificate of the Chief Financial Officer of Universal Forest Products, Inc., pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
32	Certifications.
(a)	Certificate of the Chief Executive Officer of Universal Forest Products, Inc., pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).
(b)	Certificate of the Chief Financial Officer of Universal Forest Products, Inc., pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350).

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\* Indicates a compensatory arrangement.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**FINANCIAL INFORMATION**

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**SELECTED FINANCIAL DATA***(In thousands, except per share and statistics data)*

	2009	2008	2007	2006	2005
<b>Consolidated Statement of Earnings Data</b>					
Net sales	\$ 1,673,000	\$ 2,232,394	\$ 2,513,178	\$ 2,664,572	\$ 2,691,522
Gross profit	242,751	254,201	309,029	381,682	359,256
Earnings before income taxes	38,597	7,146	38,609	112,135	110,772
Net earnings attributable to controlling interest	24,272	4,343	21,045	70,125	67,373
Diluted earnings per share	\$ 1.25	\$ 0.23	\$ 1.09	\$ 3.62	\$ 3.53
Dividends per share	\$ 0.260	\$ 0.120	\$ 0.115	\$ 0.110	\$ 0.105
Weighted average shares outstanding with common stock equivalents	19,468	19,225	19,362	19,370	19,106
<b>Consolidated Balance Sheet Data</b>					
Working capital <sup>(1)</sup>	\$ 248,165	\$ 230,308	\$ 337,800	\$ 282,913	\$ 298,027
Total assets	791,677	816,019	957,000	913,441	876,920
Total debt and capital lease obligations	53,854	101,174	206,071	170,097	209,497
Shareholders' equity	568,946	548,226	547,044	525,561	440,429
<b>Statistics</b>					
Gross profit as a percentage of net sales	14.5%	11.4%	12.3%	14.3%	13.3%
Net earnings attributable to controlling interest as a percentage of net sales	1.5%	0.2%	0.8%	2.6%	2.5%
Return on beginning equity <sup>(2)</sup>	4.4%	0.8%	4.0%	15.9%	18.5%
Current ratio	2.84	2.53	3.08	2.47	2.46
Debt to equity ratio	0.09	0.18	0.38	0.32	0.48
Book value per common share <sup>(3)</sup>	\$ 29.50	\$ 28.72	\$ 28.93	\$ 27.87	\$ 23.93

(1) Current assets less current liabilities.

(2) Net earnings divided by beginning shareholders' equity.

(3) Shareholders' equity divided by common stock outstanding.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL**  
**CONDITION AND RESULTS OF OPERATIONS**

Universal Forest Products, Inc. ("the Company") is a holding company that provides capital, management and administrative resources to subsidiaries that design, manufacture and market wood and wood-alternative products for DIY/retail home centers and other retailers, structural lumber products for the manufactured housing industry, engineered wood components for the site-built construction market, and specialty wood packaging and components for various industries. The Company's consumer products subsidiary offers a large portfolio of outdoor living products, including wood composite decking, decorative balusters, post caps and plastic lattice, and its garden group offers an array of products, such as trellises and arches, to retailers nationwide. Our subsidiaries also provide framing services for the site-built market and forming products for concrete construction. The Company is headquartered in Grand Rapids, Michigan, with facilities throughout North America. For more about Universal Forest Products, Inc., go to [www.ufpi.com](http://www.ufpi.com).

We advise you to read the issues discussed in Management's Discussion and Analysis of Financial Condition and Results of Operations in conjunction with our Consolidated Financial Statements and the Notes to the Consolidated Financial Statements included in this Annual Report for the year ended December 26, 2009. We also encourage you to read our Annual Report on Form 10-K, filed with the United States Securities and Exchange Commission. That report includes "Risk Factors" that you should consider in connection with any decision to buy or sell our securities. We are pleased to present this overview of 2009.

**OVERVIEW**

Our results for 2009 were impacted by the following:

- Our overall unit sales decreased 19% due to weak demand in each of our markets. However, during 2009, we believe we gained additional share of the D-I-Y/retail and industrial markets and maintained our share of the manufactured housing and site-built markets.
- National housing starts decreased approximately 39% in 2009 compared to 2008 as a result of an excess supply of homes, tight credit conditions, and an increase in foreclosures.
- Consumer spending for large repair/remodel projects decreased due to general economic conditions, among other factors, including weak home prices and decreased cost recovery for most types of upper-end home improvement projects. Consequently, the same store sales of "big box" home improvement retailers declined by approximately 9%.
- Shipments of HUD code manufactured homes were down 39% in 2009. Industry sales of modular homes are estimated to have declined by 44% in 2009. Weak market conditions are due to issues mentioned above affecting the site-built market and tight credit conditions.
- The industrial market declined due to the general weakening of the U.S. economy. We gained additional share of this market due, in part, to adding new concrete forming business.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL**  
**CONDITION AND RESULTS OF OPERATIONS — CONTINUED**

- Our gross margin increased to 14.5% in 2009 from 11.4% in 2008 due to the implementation of various cost reduction initiatives and the lower level of the Lumber Market.
- Our selling, general and administrative (“SG&A”) expenses were down approximately \$28.5 million, or 12.5%, from 2008, due to our right-sizing efforts and plant consolidation actions we took last year, offset somewhat by an increase in bad debt and incentive compensation expenses.
- Our interest costs decreased by \$7.5 million, or 61.9%, due to a reduction in our interest-bearing debt since the beginning of 2008.
- Operating and investing cash flows were \$125 million in 2009 due to improved profitability, effective working capital management, and reduced working capital requirements due to weak demand. The strength of our cash flows allowed us to reduce our debt to \$54 million and increase our cash to \$82 million at the end of 2009.

**HISTORICAL LUMBER PRICES**

The following table presents the Random Lengths framing lumber composite price for the years ended December 26, 2009, December 27, 2008, and December 29, 2007.

	Random Lengths Composite Average \$/MBF		
	2009	2008	2007
January	\$ 198	\$ 249	\$ 292
February	199	244	289
March	195	240	280
April	208	255	286
May	198	281	288
June	222	268	306
July	238	267	299
August	239	282	290
September	236	272	276
October	235	234	261
November	245	224	264
December	252	213	267
Annual average	\$ 222	\$ 252	\$ 283
Annual percentage change	(11.9%)	(11.0%)	

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

In addition, a Southern Yellow Pine ("SYP") composite price, which we prepare and use, is presented below. Sales of products produced using this species may comprise up to 50% of our sales volume.

	Random Lengths SYP Average \$/MBF		
	2009	2008	2007
January	\$ 241	\$ 269	297
February	233	264	284
March	232	264	282
April	241	272	277
May	231	324	283
June	236	318	294
July	253	303	307
August	241	304	282
September	244	309	270
October	242	269	307
November	247	257	282
December	250	248	270
Annual average	\$ 241	\$ 283	\$ 286
Annual percentage change	(14.8%)	(1.0%)	

**IMPACT OF THE LUMBER MARKET ON OUR OPERATING PROFITS**

We experience significant fluctuations in the cost of commodity lumber products from primary producers ("Lumber Market"). We generally price our products to pass lumber costs through to our customers so that our profitability is based on the value-added manufacturing, distribution, engineering, and other services we provide. As a result, our sales levels (and working capital requirements) are impacted by the lumber costs of our products. Lumber costs are a significant percentage of our cost of goods sold.

Our gross margins are impacted by both (1) the relative level of the Lumber Market (i.e. whether prices are higher or lower from comparative periods), and (2) the trend in the market price of lumber (i.e. whether the price of lumber is increasing or decreasing within a period or from period to period). Moreover, as explained below, our products are priced differently. Some of our products have fixed selling prices, while the selling prices of other products are indexed to the reported Lumber Market with a fixed dollar adder to cover conversion costs and profits. Consequently, the level and trend of the Lumber Market impact our products differently.

Below is a general description of the primary ways in which our products are priced.

- Products with fixed selling prices. These products include value-added products such as decking and fencing sold to DIY/retail customers, as well as trusses, wall panels and other components sold to the site-built construction market, and most industrial packaging products. Prices for these products are generally fixed at the time of the sales quotation for a specified period of time or are based upon a specific quantity. In order to maintain margins and reduce any exposure to adverse trends in the price of component lumber products, we attempt to lock in costs for these sales commitments with our suppliers. Also, the time period and quantity limitations generally allow us to re-price our products for changes in lumber costs from our suppliers.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

- Products with selling prices indexed to the reported Lumber Market with a fixed dollar “add” to cover conversion costs and profits. These products primarily include treated lumber, remanufactured lumber, and trusses sold to the manufactured housing industry. For these products, we estimate the customers’ needs and carry anticipated levels of inventory. Because lumber costs are incurred in advance of final sale prices, subsequent increases or decreases in the market price of lumber impact our gross margins. For these products, our margins are exposed to changes in the trend of lumber prices.

Changes in the trend of lumber prices have their greatest impact on the following products:

- Products with significant inventory levels with low turnover rates, whose selling prices are indexed to the Lumber Market. In other words, the longer the period of time these products remain in inventory, the greater the exposure to changes in the price of lumber. This would include treated lumber, which comprises approximately 17% of our total sales. This exposure is less significant with remanufactured lumber, trusses sold to the manufactured housing market, and other similar products, due to the higher rate of inventory turnover. We attempt to mitigate the risk associated with treated lumber through vendor consignment inventory programs. *(Please refer to the “Risk Factors” section of our annual report on form 10-K, filed with the United States Securities and Exchange Commission.)*
- Products with fixed selling prices sold under long-term supply arrangements, particularly those involving multi-family construction projects. We attempt to mitigate this risk through our purchasing practices by locking in costs.

In addition to the impact of the Lumber Market trends on gross margins, changes in the level of the market cause fluctuations in gross margins when comparing operating results from period to period. This is explained in the following example, which assumes the price of lumber has increased from period one to period two, with no changes in the trend within each period.

	Period 1	Period 2
Lumber cost	\$ 300	\$ 400
Conversion cost	50	50
= Product cost	350	450
Adder	50	50
= Sell price	\$ 400	\$ 500
Gross margin	12.5%	10.0%

As is apparent from the preceding example, the level of lumber prices does not impact our overall profits but does impact our margins. Gross margins are negatively impacted during periods of high lumber prices; conversely, we experience margin improvement when lumber prices are relatively low.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

**BUSINESS COMBINATIONS AND ASSET PURCHASES**

See Notes to Consolidated Financial Statements, Note C, "Business Combinations."

**RESULTS OF OPERATIONS**

The following table presents, for the periods indicated, the components of our Consolidated Statements of Earnings as a percentage of net sales.

	Years Ended		
	December 26, 2009	December 27, 2008	December 29, 2007
Net sales	100.0%	100.0%	100.0%
Cost of goods sold	85.5	88.6	87.7
Gross profit	14.5	11.4	12.3
Selling, general, and administrative expenses	11.9	10.2	9.8
Net (gain) loss on disposition of assets and other impairment and exit charges	(0.0)	0.3	0.4
Earnings from operations	2.6	0.9	2.1
Interest, net	(0.3)	(0.5)	(0.6)
Earnings before income taxes	2.3	0.4	1.5
Income taxes	0.8	0.1	0.6
Net earnings	1.5	0.3	0.9
Less net earnings attributable to noncontrolling interest	(0.0)	(0.1)	(0.1)
Net earnings attributable to controlling interest	<u>1.5%</u>	<u>0.2%</u>	<u>0.8%</u>

**GROSS SALES**

We market, manufacture and engineer wood and wood-alternative products for the DIY/retail market, structural lumber products for the manufactured housing market, engineered wood components for the site-built construction market, and specialty wood packaging for various markets. We also provide framing services for the site-built construction market and various forms for concrete construction. Our strategic long-term sales objectives include:

- Diversifying our end market sales mix by increasing sales of specialty wood packaging to industrial users, increasing our penetration of the concrete forms market, increasing our sales of engineered wood components for custom home, multi-family and light commercial construction, and expanding our product lines in each of the markets we serve.
- Expanding geographically in our core businesses.
- Increasing sales of "value-added" products and framing services. Value-added product sales primarily consist of fencing, decking, lattice, and other specialty products sold to the DIY/retail market, specialty wood packaging, engineered wood components, and "wood alternative" products. Engineered wood components include roof trusses, wall panels, and floor systems. Wood alternative products consist primarily of composite wood and plastics. Although we consider the treatment of dimensional lumber with certain chemical preservatives a value-added process, treated lumber is not presently included in the value-added sales totals.
- Maximizing unit sales growth while achieving return on investment goals.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

The following table presents, for the periods indicated, our gross sales (in thousands) and percentage change in gross sales by market classification.

Market Classification	Years Ended				
	December 26, 2009	% Change	December 27, 2008	% Change	December 29, 2007
DIY/Retail	\$ 805,052	(12.4)	\$ 919,200	(7.0)	\$ 988,175
Site-Built Construction	244,117	(46.1)	452,689	(23.1)	588,778
Industrial	479,284	(20.0)	598,915	1.1	592,369
Manufactured Housing	183,912	(39.4)	303,387	(22.6)	392,163
Total Gross Sales	1,712,365	(24.7)	2,274,191	(11.2)	2,561,485
Sales Allowances	(39,365)		(41,797)		(48,307)
Total Net Sales	\$ 1,673,000	(25.1)	\$ 2,232,394	(11.2)	\$ 2,513,178

The following table presents estimates, for the periods indicated, of our percentage change in gross sales which were attributable to changes in overall selling prices versus changes in units shipped.

	% Change		
	in Sales	in Selling Prices	in Units
2009 versus 2008	-25%	-6%	-19%
2008 versus 2007	-11%	-2%	-9%
2007 versus 2006	-5%	-5%	0%

Gross sales in 2009 decreased 25% compared to 2008 resulting from an estimated decrease in units shipped of approximately 19%, while overall selling prices decreased by 6%. We estimate that our unit sales increased 1% as a result of business acquisitions and new plants, while our unit sales from existing and closed facilities decreased by 20% due to a decline in market demand. Our overall selling prices fluctuate as a result of the Lumber Market (see "Historical Lumber Prices") and were negatively impacted by pricing pressure primarily in the site-built construction market.

Gross sales in 2008 decreased 11% compared to 2007. We estimate that our unit sales decreased by 9% and overall selling prices decreased by 2% comparing the two periods. We estimate our unit sales increased 3% as a result of acquisitions and new facilities, while unit sales from existing and closed facilities decreased 12%.

Changes in our sales by market are discussed below.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

**DIY/Retail:**

Gross sales to the DIY/retail market decreased 12% in 2009 compared to 2008 primarily due to an estimated 6% decrease in overall unit sales and an estimated 6% decrease in overall selling prices due to the Lumber Market. We estimate that our unit sales increased 1% as a result of acquisitions, while unit sales from existing and closed facilities decreased 7%. Unit sales declined due to the impact of the housing market on our retail customers whose business is closely correlated with single-family housing starts and a decline in consumer spending as evidenced by declines in same store sales reported by our "big box" customers. We believe that we achieved market share gains in 2009, which offset some of the impact of these adverse market conditions.

Gross sales to the DIY/retail market decreased 7% in 2008 compared to 2007, as a result of an estimated 6% decrease in overall unit sales combined with an estimated 1% decrease in overall selling prices. We estimate that our unit sales increased 2% as a result of acquisitions, while unit sales from existing and closed facilities decreased 8%. Unit sales declined due to the impact of the housing market on our retail customers whose business is closely correlated with single-family housing starts and a decline in consumer spending as evidenced by a decline in same store sales of our "big box" customers.

**Site-Built Construction:**

Gross sales to the site-built construction market decreased 46% in 2009 compared to 2008, due to an estimated 38% decrease in unit sales and an estimated 8% decrease in selling prices. National housing starts were off a reported 39% for 2009 compared to the same period of 2008.

Gross sales to the site-built construction market decreased 23% in 2008 compared to 2007, due to an estimated 14% decrease in unit sales out of existing facilities and an estimated 9% decrease in average selling prices primarily due to intense pricing pressure and a soft Lumber Market. National single-family housing starts were off a reported 41% for 2008 compared to 2007. In the first half of 2008, we were able to mitigate some of the decrease in the single-family market by pursuing multi-family and light commercial business and increasing our turn-key framing activities. However, these markets have been impacted by tight credit conditions as well as other economic factors.

**Industrial:**

Gross sales to the industrial market decreased 20% in 2009 compared to the same period of 2008, due to an estimated 14% decrease in unit sales and an estimated 6% decrease in selling prices. We experienced a decline in sales to our customers that supply the housing market or have been impacted by the weakening U.S. economy. We have been able to offset some of the impact of a decline in demand with market share gains and our continued penetration of the concrete forming market.

Gross sales to the industrial market increased 1% in 2008 compared to 2007, due to an estimated 2% increase in unit sales and an estimated 1% decrease in selling prices. Acquisitions and our continued focus on adding new customers, including concrete forming, helped us mitigate the effect of a decline in sales to certain customers that supply the housing market or have been impacted by the weakening U.S. economy.



**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS — CONTINUED**

**Manufactured Housing:**

Gross sales to the manufactured housing market decreased 39% in 2009 compared to the same period of 2008 primarily due to a decline in unit sales as a result of weak demand. Industry production of HUD code homes was off a reported 39% for 2009 compared to the same period of 2008. Modular home production was down an estimated 44% in 2009.

Gross sales to the manufactured housing market decreased 23% in 2008 compared to 2007, due to an estimated 21% decrease in unit sales and an estimated 2% decrease in selling prices due to the Lumber Market. Our decline in unit sales from existing facilities was the result of an overall decline in industry production. The industry reported a 14% decrease in HUD code production in 2008, while modular production was off a reported 28%.

**Value-Added and Commodity-Based Sales:**

The following table presents, for the periods indicated, our percentage of value-added and commodity-based sales to total sales.

	Value-Added	Commodity-Based
2009	59.4%	40.6%
2008	60.4%	39.6%
2007	60.5%	39.5%

Value-added sales decreased 26% in 2009 compared to 2008, primarily due to decreased sales of trusses, turn-key framing and installed sales, fencing, engineered wood products and manufactured component lumber. Commodity-based sales decreased 25% comparing 2009 with 2008, primarily due to decreased sales of non-manufactured lumber and panels and treated lumber. See Notes to Consolidated Financial Statements, Note Q, "Segment Reporting."

Value-added sales decreased 11% in 2008 compared to 2007, primarily due to decreased sales of trusses, engineered wood products, wall panels, and manufactured brite and other lumber, offset partially by increases in sales of industrial packaging and related components. Commodity-based sales decreased 11% in 2008 compared to 2007, primarily due to decreased sales of non-manufactured brite and other lumber and non-manufactured treated lumber.

**COST OF GOODS SOLD AND GROSS PROFIT**

Our gross profit percentage increased to 14.5% in 2009 from 11.4% in 2008. Our gross profit dollars decreased by only 5%, which compares favorably with our 19% decrease in unit sales. Our improved gross margin is primarily due to cost reductions consisting of:

- An improvement in material costs as a percentage of net sales as a result of better buying and inventory management to protect margins.
- An improvement in labor and plant overhead as a percentage of net sales due to plant consolidation and right-sizing efforts previously taken.
- Lower freight costs due to fuel prices.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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In addition, the lower level of the Lumber Market caused our gross margin to increase. See "Impact of the Lumber Market on Our Operating Results".

Our gross profit percentage decreased to 11.4% in 2008 from 12.3% in 2007 and gross profit dollars decreased 17.7% in 2008 compared to 2007. The decline in profitability was primarily due to a combination of:

- Price pressure in all of our markets but particularly in our site-built construction market.
- A significant increase in fuel and other transportation costs in the second and third quarter of 2008.
- Missed buying opportunities as a result of stocking lower levels of lumber inventory.
- Cost inefficiencies as a result of lower volumes combined with fixed manufacturing costs.

**SELLING, GENERAL, AND ADMINISTRATIVE EXPENSES**

Selling, general and administrative ("SG&A") expenses decreased by approximately \$28.5 million, or 12.5%, in 2009 compared to 2008, while we reported a 19% decrease in unit sales. New operations added \$0.6 million of expenses, operations we closed decreased expenses by \$15.5 million, and existing operations reduced expenses by \$13.6 million. The decrease in SG&A expenses at our existing operations was primarily due to a decline in wages and related costs due to a reduction in headcount and a decline in many other account categories as a result of efforts to control costs. These decreases were partially offset by an increase in accrued bonus and bad debt expense. Our SG&A expenses increased as a percentage of sales primarily due to the lower level of the Lumber Market, accrued bonus, and bad debt expense.

Selling, general and administrative ("SG&A") expenses decreased by approximately \$18.8 million, or 7.6%, in 2008, while we reported a 9% decrease in unit sales. Existing facilities decreased SG&A expenses by approximately \$2.6 million, operations we closed decreased expenses approximately \$20.9 million, and business acquisitions added \$4.7 million in expenses. The decrease in SG&A expenses in our existing facilities was primarily due to a decline in wages and related benefits due to a reduction in headcount and a reduction in bonus and other performance related compensation. These decreases were partially offset by an increase in bad debt expense. We believe our cost reduction efforts will continue to drive down our costs and will have a more significant impact in future reporting periods.

**UNIVERSAL FOREST PRODUCTS, INC.**  
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**NET (GAIN) LOSS ON DISPOSITION OF ASSETS AND OTHER IMPAIRMENT AND EXIT CHARGES**

We incurred \$4.1 million of charges in 2009 and \$7.7 million in 2008 relating to asset impairments and other costs associated with idled facilities and down-sizing efforts. These costs were offset by gains on the sale of certain real estate totaling \$4.2 million in 2009 and \$0.5 million in 2008. See Notes to Consolidated Financial Statements, Note D "Assets Held for Sale and Net (Gain) Loss on Disposition of Assets and Other Impairment and Exit Charges."

We regularly review the performance of each of our operations and make decisions to permanently or temporarily close operations based on a variety of factors including:

- Current and projected earnings, cash flow and return on investment
- Current and projected market demand
- Market share
- Competitive factors
- Future growth opportunities
- Personnel and management

We currently have 9 operations which experienced operating losses and negative cash flow in 2009. The net book value of the long-lived assets of these operations, which could be subject to an impairment charge in the future in the event a closure action is taken, was \$15.3 million at the end of 2009. In addition, these operations had future fixed operating lease payments totaling \$1.8 million at the end of 2009.

We incurred \$8.2 million of asset impairments and other costs associated with idled facilities in 2007.

**INSURANCE PROCEEDS**

In May, 2008 our plant in Windsor, CO was hit by a tornado. In accordance with Accounting Standards Codification ("ASC") 605, *Accounting for Involuntary Conversions of Non-Monetary Assets to Monetary Assets*, we have written off the net book value of the destroyed inventory and property totaling \$0.7 million. The insured value of the property exceeded its net book value, which was recorded as a gain in 2008. In 2008, we collected \$0.8 million of the insurance receivable and in 2009 we collected \$1.0 million. As of December 26, 2009, there is no remaining insurance receivable.

**INTEREST, NET**

Net interest costs were lower in 2009 compared to 2008 due to lower debt balances combined with a decrease in short-term interest rates upon which our variable rate debt is based.

Net interest costs were lower in 2008 compared to 2007 due to lower debt balances combined with a decrease in short-term interest rates.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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**INCOME TAXES**

Effective tax rates differ from statutory federal income tax rates, primarily due to provisions for state and local income taxes and permanent tax differences. Our effective tax rate increased to 35.9% in 2009 compared to 23.6% in 2008. Our effective tax rate differs from the federal statutory rate primarily due to estimated state and local income taxes and certain permanent tax differences. See Notes to Consolidated Financial Statements, Note M, "Income Taxes".

Our effective tax rate decreased to 23.6% in 2008 compared to 39.9% in 2007. The 2008 rate was favorably impacted by certain state income tax credits we received and the impact of other permanent tax differences on substantially lower pretax income.

**OFF-BALANCE SHEET TRANSACTIONS AND CONTRACTUAL OBLIGATIONS**

We have no significant off-balance sheet transactions other than operating leases. The following table summarizes our contractual obligations as of December 26, 2009 (in thousands).

Contractual Obligation	Payments Due by Period				Total
	Less than 1 Year	1 - 3 Years	3 - 5 Years	After 5 Years	
Long-term debt and capital lease obligations	\$ 673	\$ 40,981	\$ 0	\$ 12,200	\$ 53,854
Estimated interest on long-term debt	2,531	5,062	135	619	8,347
Operating leases	12,313	11,571	3,277	1,125	28,286
Capital project purchase obligations	919				919
<b>Total</b>	<b>\$ 16,436</b>	<b>\$ 57,614</b>	<b>\$ 3,412</b>	<b>\$ 13,944</b>	<b>\$ 91,406</b>

As of December 26, 2009, we also had \$32.3 million in outstanding letters of credit issued during the normal course of business, as required by some vendor contracts.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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**LIQUIDITY AND CAPITAL RESOURCES**

The table below presents, for the periods indicated, a summary of our cash flow statement (in thousands):

	December 26, 2009	December 27, 2008	December 29, 2007
Cash from operating activities	\$ 128,346	\$ 88,551	\$ 87,078
Cash from investing activities	(3,329)	(11,367)	(91,971)
Cash from financing activities	(56,135)	(107,452)	(2,610)
Net change in cash and cash equivalents	68,882	(30,268)	(7,503)
Cash and cash equivalents, beginning of year	13,337	43,605	51,108
Cash and cash equivalents, end of year	<u>\$ 82,219</u>	<u>\$ 13,337</u>	<u>\$ 43,605</u>

In general, we financed our growth in the past through a combination of operating cash flows, our revolving credit facility, industrial development bonds (when circumstances permit), and issuances of long-term notes payable at times when interest rates are favorable. We have not issued equity to finance our growth except in the case of a large acquisition. We manage our capital structure by attempting to maintain a targeted ratio of debt to equity and debt to earnings before interest, taxes, depreciation and amortization. We believe this is one of many important factors to maintaining a strong credit profile, which in turn helps ensure timely access to capital when needed. We are currently below our internal targets and plan to manage our capital structure conservatively in light of current economic conditions.

Seasonality has a significant impact on our working capital from March to August which historically resulted in negative or modest cash flows from operations in our first and second quarters. Conversely, we experience a substantial decrease in working capital from September to February which results in significant cash flow from operations in our third and fourth quarters.

Due to the seasonality of our business and the effects of the Lumber Market, we believe our cash cycle (days sales outstanding plus days supply of inventory less days payables outstanding) is a good indicator of our working capital management. Our cash cycle (excluding the impact of our sale of receivables program) decreased to 45 days in 2009 from 46 days in 2008 due to a one day decrease in our days of sales outstanding. The decrease was due to more focused efforts to make sure we are paid on time by our customers.

Cash provided by operating activities was approximately \$128 million in 2009 including net earnings of \$24 million, \$47 million of non-cash expenses and a \$57 million decrease in working capital since the end of 2008. Working capital decreased primarily due to lower sales volumes associated with weak demand throughout 2009. In addition, there was approximately \$27 million of negative cash flow included in operating activities in 2008 related to our sale of receivables program. Specifically, at the end of December 2007 we had approximately \$27 million of receivables sold and outstanding under this program, while no amounts were sold outstanding at the end of September of 2008 because the program was terminated in that month.

We made the decision to limit our investing activities in 2008 and 2009 and make debt repayment and building cash reserves our first priority for use of our operating cash flows. As a result, we curtailed our capital expenditures for these years. In addition, we sold certain equipment and real estate, for which we had no planned future use, for approximately \$12 million. (See Notes to Consolidated Financial Statements, Note D, "Assets Held for Sale and Net (Gain) Loss on Disposition of Assets and Other Impairment and Exit Charges".)

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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On December 26, 2009, we had no outstanding balance on our \$300 million revolving credit facility, which matures in February of 2012, and increased our cash reserves to over \$82 million. The revolving credit facility supports letters of credit totaling approximately \$32.3 million on December 26, 2009. Financial covenants on the unsecured revolving credit facility and unsecured notes include a minimum net worth requirement, minimum interest and fixed charge coverage tests, and a maximum leverage ratio. The agreements also restrict the amount of additional indebtedness we may incur and the amount of assets which may be sold. We were within all of our lending requirements on December 26, 2009.

As a result of our strong financial position, in October 2009 our Board of Directors approved an increase in our dividend to a semi-annual rate of \$0.20 per share. It has been our practice to pay dividends on June 15 and December 15 of each year to shareholders of record as of June 1 and December 1, respectively.

**ENVIRONMENTAL CONSIDERATIONS AND REGULATIONS**

See Notes to Consolidated Financial Statements, Note O, "Commitments, Contingencies, and Guarantees".

**CRITICAL ACCOUNTING POLICIES**

In preparing our consolidated financial statements, we follow accounting principles generally accepted in the United States. These principles require us to make certain estimates and apply judgments that affect our financial position and results of operations. We continually review our accounting policies and financial information disclosures. Following is a summary of our more significant accounting policies that require the use of estimates and judgments in preparing the financial statements.

**ACCOUNTS RECEIVABLE ALLOWANCES**

We record provisions against gross revenues for estimated returns and cash discounts in the period when the related revenue is recorded. These estimates are based on factors that include, but are not limited to, historical discounts taken, analysis of credit memorandum activity, and customer demand. We also evaluate the allowance for uncollectible accounts receivable and discounts based on historical collection experience and specific identification of other potential problems, including the economic climate. Actual collections can differ, requiring adjustments to the allowances.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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**SELF-INSURANCE RESERVES**

We are primarily self-insured for certain employee health benefits, and have self-funded retentions for general liability, automobile liability, property and workers' compensation. We are fully self-insured for environmental liabilities. The general liability, automobile liability, property, workers' compensation, and certain environmental liabilities are managed through a wholly-owned insurance captive; the related assets and liabilities of which are included in the consolidated financial statements as of December 26, 2009. Our accounting policies with respect to the reserves are as follows:

- General liability, automobile, workers' compensation reserves are accrued based on third party actuarial valuations of the expected future liabilities.
- Health benefits are self-insured by us up to our pre-determined stop loss limits. These reserves, including incurred but not reported claims, are based on internal computations. These computations consider our historical claims experience, independent statistics, and trends.
- The environmental reserve is based on known remediation activities at certain wood preservation facilities and the potential for undetected environmental matters at other sites. The reserve for known activities is based on expected future costs and is computed by in-house experts responsible for managing our monitoring and remediation activities. (See "Environmental Considerations and Regulations.")

**REVENUE RECOGNITION**

Earnings on construction contracts are reflected in operations using either percentage-of-completion accounting, which includes the cost to cost and units of delivery methods, or completed contract accounting, depending on the nature of the business at individual operations. Under percentage-of-completion using the cost to cost method, revenues and related earnings on construction contracts are measured by the relationships of actual costs incurred related to the total estimated costs. Under percentage-of-completion using the units of delivery method, revenues and related earnings on construction contracts are measured by the relationships of actual units produced related to the total number of units. Revisions in earnings estimates on the construction contracts are recorded in the accounting period in which the basis for such revisions becomes known. Projected losses on individual contracts are charged to operations in their entirety when such losses become apparent. Under the completed contract method, revenues and related earnings are recorded when the contracted work is complete and losses are charged to operations in their entirety when such losses become apparent.

**LONG-LIVED ASSETS AND GOODWILL**

We evaluate long-lived assets for indicators of impairment when events or circumstances indicate that this risk may be present. Our judgments regarding the existence of impairment are based on market conditions, operational performance and estimated future cash flows. If the carrying value of a long-lived asset is considered impaired, an impairment charge is recorded to adjust the asset to its fair value. Changes in forecasted operations and changes in discounted rates can materially affect these estimates. In addition, we test goodwill for impairment by utilizing the discounted cash flow method.

**RECENTLY ISSUED ACCOUNTING STANDARDS**

See Notes to Consolidated Financial Statements, Note A, "Summary of Significant Accounting Policies".

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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**FORWARD OUTLOOK**

The following section contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The forward-looking statements are based on the beliefs and assumptions of management, together with information available to us when the statements were made. Future results could differ materially from those included in such forward-looking statements as a result of, among other things, the factors set forth in the “Risk Factors” section of our Annual Report on Form 10-K, filed with the United States Securities and Exchange Commission and certain economic and business factors which may be beyond our control. Investors are cautioned that all forward-looking statements involve risks and uncertainties.

**“Route 2012”**

Since we discussed our Growth & Opportunity 2010 (“GO 2010”) goals in our annual report on form 10-K for the period ended December 30, 2006, industry and general economic conditions have significantly deteriorated. In addition, the Lumber Market has declined from an average of \$388/MBF in 2005 to an average of \$222/MBF in 2009; a 43% decline from when we first set our goals.

In place of our GO 2010 goals, we have a new four-year growth plan entitled “Route 2012,” which includes goals to be achieved by the end of our fiscal year 2012 including:

- Increase sales to \$3 billion as our markets recover from the current downturn and by increasing our market share and expanding our product lines.
- Improve productivity by 15% through our Continuous Improvement initiative.
- Improve profitability by three hundred basis points through productivity improvements, cost reductions, and growth.
- Improve receivables cycles in our industrial, site-built and manufactured housing markets by 10% by reducing the amount of our receivables that are paid past the agreed upon due date.
- Improve inventory turnover by 10% through our Continuous Improvement initiative.

**DIY/RETAIL MARKET**

Harvard’s Joint Center for Housing Studies projects home improvement spending to continue to decline through the second quarter of 2010, reflecting continuing challenges in housing, credit, and the general economy. However, the Consumer Confidence Index increased to 52.9 in December 2009, up from 38.6 at the beginning of the year.



**UNIVERSAL FOREST PRODUCTS, INC.**  
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In 2010, we believe we will maintain our overall market share with “big box” home improvement and other retailers, but will continue to be impacted by the soft market conditions discussed above. On a long-term basis, it is our goal to achieve sales growth by:

- Increasing our market share of value-added wood products and preservative-treated products as a result of our national presence, service capabilities that meet stringent customer requirements, diversified product offering, and purchasing leverage.
- Increasing our sales of wood alternative products such as composite wood decking, which continues to take market share from preservative-treated products. Although we expect this trend to continue to some extent, we believe wood products will continue to maintain a dominant market share for the foreseeable future as a result of its cost advantages over wood alternative products.
- Increasing our market penetration of products distributed by our Consumer Products Division, including decorative balusters, accessories, and post caps, plastic lattice, and other proprietary plastic products which have greatly enhanced our deck and fencing product lines.
- Developing new value-added products and services for this market.
- Adding new products or new markets through strategic business acquisitions.

**SITE-BUILT CONSTRUCTION MARKET**

The *Mortgage Bankers Association of America* forecasts a 34% increase in national housing starts to an estimated 743,000 starts in 2010. The *National Association of Home Builders* forecasts starts of 697,000, a 25% increase from 2009. In 2010, we believe we are well-positioned to capture our share of an increase that may occur in housing starts. The excess supply of site-built homes, foreclosures, and tight credit conditions still present significant challenges for the industry.

On a long-term basis, we anticipate growth in our sales to the site-built construction market as market conditions improve and as a result of market share gains as weaker competitors exit the market. In addition, it is our goal to improve our diversification of sales to this market by increasing our sales to the multi-family, light commercial, military and customer home building markets.

**MANUFACTURED HOUSING MARKET**

The *National Association of Home Builders* forecasts a 14% increase in manufactured home shipments in 2010, with year over year increases primarily occurring in the second half of the year. It is our goal to maintain our current market share of trusses produced for the HUD code market, which increased as a result of our acquisition of Banks in November 2006. On a long-term basis, we believe the HUD code market will regain a greater share of the single-family market as credit conditions normalize and as consumers seek more affordable housing alternatives.

Sales of modular homes are expected to continue to be impacted by the current oversupply of single-family housing and tight credit conditions. It is our goal to maintain our market share of trusses produced for the modular market as a result of our strong relationships with modular builders, design services and proprietary products. On a long-term basis, we anticipate modular housing will gain additional share of the single-family market as a result of more developers adopting the controlled building environment of modular construction as a method of cost control.

In addition, on a long-term basis, it is our goal to expand our product offering to manufactured housing customers.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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**INDUSTRIAL MARKET**

One of our key strategic objectives is to increase our sales of wood packaging products to industrial users. We believe the vast amount of hardwood and softwood lumber consumed for industrial applications, combined with the highly fragmented nature of this market provides us with significant market share growth opportunities as a result of our competitive cost advantages in manufacturing, purchasing, and material utilization. To take advantage of these opportunities, we plan to continue to obtain market share through an internal growth strategy utilizing our current manufacturing capabilities and dedicated industrial sales force. However, we recognize that any market share gains we may realize in 2010 may continue to be offset to some extent by a decline in demand. On a long-term basis, we plan to evaluate strategic acquisition opportunities and continue to gain market share with concrete forming customers, and expand our product offering to customers.

**GROSS PROFIT**

We believe the following factors may impact our gross profits and margins in 2010:

- Our ability to maintain sales and gross margins on products sold to our largest customers. We believe our level of service, geographic diversity, and quality of products provides an added value to our customers. However, if our customers are unwilling to pay for these advantages, our sales and gross margins may be reduced.
- Through at least the first half of 2010 we expect to continue to experience soft demand in each of our markets, which, in turn, may impact our sales prices, capacity utilization, and profitability.
- Fluctuations in the relative level of the Lumber Market and the trend in the market price of lumber. (See "Impact of the Lumber Market on our Operating Results.")
- Fuel and transportation cost trends.
- Our ability to continue to achieve productivity improvements and planned cost reductions through our Continuous Improvement and other initiatives.
- Our ability to maintain productivity and material cost improvements achieved in 2009.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
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**SELLING, GENERAL, AND ADMINISTRATIVE EXPENSES**

Since the third quarter of 2008, as a result of weak market conditions, we have continuously taken actions to close plants to better align our manufacturing capacity with the current business environment and reduce our headcount and certain overhead costs to better align our cost structure with current demand and sales. We expect that these actions will continue to favorably impact our SG&A expenses in 2010. In addition, economic and credit conditions significantly impacted our bad debt expense in 2008 and 2009. As a result of actions taken in 2009 to reduce our credit exposure and improve the management of our receivables, we believe we are well-positioned to reduce our bad debt expense in 2010. We continue to monitor our customers' credit profiles carefully and make changes in our terms where necessary in response to this heightened risk.

On a long-term basis, we expect that our SG&A expenses will primarily be impacted by:

- Our growth in sales to the industrial market and, when industry conditions improve, the site-built construction market. Our sales to these markets require a higher ratio of SG&A costs due, in part, to product design requirements.
- Our incentive compensation program which is tied to pre-bonus operating profits and return on investment.
- Our growth and success in achieving Continuous Improvement objectives.

**LIQUIDITY AND CAPITAL RESOURCES**

Our cash cycle will continue to be impacted in the future based on our mix of sales by market. Sales to the site-built construction and industrial markets require a greater investment in working capital (inventory and accounts receivable) than our sales to the DIY/retail and manufactured housing markets.

Management expects to spend up to \$32 million on capital expenditures in 2010 and incur depreciation of approximately \$33 million and amortization of intangible assets of approximately \$8 million. On December 26, 2009, we had outstanding purchase commitments on capital projects of approximately \$0.9 million. We intend to fund capital expenditures and purchase commitments through our operating cash flows and cash.

We have no present intention to change our dividend policy, which was recently increased to \$0.20 per share paid semi-annually.

Our Board of Directors has approved a share repurchase program, and as of December 26, 2009, we have authorization to buy back approximately 1.1 million shares. In the past, we have repurchased shares in order to offset the effect of issuances resulting from our employee benefit plans and at times when our stock price falls to a pre-determined level.

We are also obligated to pay amounts due on long-term debt totaling approximately \$0.7 million in 2010.

## **Management's Annual Report on Internal Control Over Financial Reporting**

The management of Universal Forest Products, Inc. is responsible for establishing and maintaining adequate internal control over financial reporting. Our internal control system was designed to provide reasonable assurance to us and the Board of Directors regarding the preparation and fair presentation of published financial statements.

All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

We assessed the effectiveness of our internal control over financial reporting as of December 26, 2009. In making this assessment, we used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in *Internal Control — Integrated Framework*. Based on our assessment, management has concluded that as of December 26, 2009, our internal control over financial reporting was effective to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles.

The effectiveness of the Company's internal control over financial reporting has been audited by Ernst & Young LLP, an independent registered public accounting firm, as stated in their report, which follows our report.

Universal Forest Products, Inc.

February 23, 2010

**Report of Independent Registered Public Accounting Firm  
On Internal Control over Financial Reporting**

The Board of Directors and Shareholders of Universal Forest Products, Inc.

We have audited Universal Forest Products, Inc. and subsidiaries internal control over financial reporting as of December 26, 2009, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (the COSO criteria). Universal Forest Products, Inc. and subsidiaries' management is responsible for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Annual Report on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, Universal Forest Products, Inc. and subsidiaries maintained, in all material respects, effective internal control over financial reporting as of December 26, 2009, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Universal Forest Products, Inc. and subsidiaries as of December 26, 2009 and the related consolidated statements of income, shareholder's equity, and cash flows for each of the three years then ended December 26, 2009 and our report dated February 23, 2010 expressed an unqualified opinion thereon.

/s/ Ernst & Young LLP

Grand Rapids, Michigan  
February 23, 2010

**Report of Independent Registered Public Accounting Firm  
On Financial Statements**

The Board of Directors and Shareholders of Universal Forest Products, Inc.

We have audited the accompanying consolidated balance sheets of Universal Forest Products, Inc. and subsidiaries as of December 26, 2009 and December 27, 2008, and the related consolidated statements of earnings, shareholders' equity, and cash flows for each of the three years in the period ended December 26, 2009. These financial statements are the responsibility of Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Universal Forest Products, Inc. and subsidiaries at December 26, 2009 and December 27, 2008, and the consolidated results of their operations and their cash flows for each of the three years in the period ended December 26, 2009, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), Universal Forest Products, Inc. and subsidiaries' internal control over financial reporting as of December 26, 2009, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission and our report dated February 23, 2010 expressed an unqualified opinion thereon.

/s/ Ernst & Young LLP

Grand Rapids, Michigan  
February 23, 2010

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED BALANCE SHEETS**

(in thousands, except share data)

	December 26, 2009	December 27, 2008
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$ 82,219	\$ 13,337
Accounts receivable, net	107,383	138,043
Inventories:		
Raw materials	89,956	109,942
Finished goods	72,192	83,554
	162,148	193,496
Assets held for sale		8,296
Other current assets	13,528	13,037
Refundable income taxes	10,391	6,283
Deferred income taxes	7,680	8,416
<b>TOTAL CURRENT ASSETS</b>	<b>383,349</b>	<b>380,908</b>
<b>OTHER ASSETS</b>	<b>4,478</b>	<b>5,927</b>
<b>GOODWILL AND INDEFINITE-LIVED INTANGIBLE ASSETS</b>	<b>157,058</b>	<b>159,263</b>
<b>OTHER INTANGIBLE ASSETS, NET</b>	<b>16,693</b>	<b>22,751</b>
<b>PROPERTY, PLANT AND EQUIPMENT:</b>		
Land and improvements	96,559	88,958
Building and improvements	140,505	143,845
Machinery, equipment and office furniture	272,816	271,104
Construction in progress	894	1,270
	510,774	505,177
Less accumulated depreciation and amortization	(280,675)	(258,007)
<b>PROPERTY, PLANT AND EQUIPMENT, NET</b>	<b>230,099</b>	<b>247,170</b>
<b>TOTAL ASSETS</b>	<b>\$ 791,677</b>	<b>\$ 816,019</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 64,473	\$ 63,184
Accrued liabilities:		
Compensation and benefits	48,340	49,306
Other	21,698	22,620
Current portion of long-term debt and capital lease obligations	673	15,490
<b>TOTAL CURRENT LIABILITIES</b>	<b>135,184</b>	<b>150,600</b>
<b>LONG-TERM DEBT AND CAPITAL LEASE OBLIGATIONS, less current portion</b>	<b>53,181</b>	<b>85,684</b>
<b>DEFERRED INCOME TAXES</b>	<b>21,707</b>	<b>17,056</b>
<b>OTHER LIABILITIES</b>	<b>12,659</b>	<b>14,453</b>
<b>TOTAL LIABILITIES</b>	<b>222,731</b>	<b>267,793</b>
<b>SHAREHOLDERS' EQUITY:</b>		
Controlling interest shareholders' equity:		
Preferred stock, no par value; shares authorized 1,000,000; issued and outstanding, none		
Common stock, no par value; shares authorized 40,000,000; issued and outstanding, 19,284,587 and 19,088,880	\$ 19,285	\$ 19,089
Additional paid-in capital	132,765	128,830
Retained earnings	409,278	393,312
Accumulated other comprehensive earnings	3,633	2,353
	564,961	543,584
Employee stock notes receivable	(1,743)	(1,701)
	563,218	541,883
Noncontrolling interest	5,728	6,343
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>568,946</b>	<b>548,226</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 791,677</b>	<b>\$ 816,019</b>

See notes to consolidated financial statements.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED STATEMENTS OF EARNINGS**

(in thousands, except per share data)

	Year Ended		
	December 26, 2009	December 27, 2008	December 29, 2007
NET SALES	\$ 1,673,000	\$ 2,232,394	\$ 2,513,178
COST OF GOODS SOLD	<u>1,430,249</u>	<u>1,978,193</u>	<u>2,204,149</u>
GROSS PROFIT	242,751	254,201	309,029
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	200,026	228,557	247,373
NET (GAIN) LOSS ON DISPOSITION OF ASSETS AND OTHER IMPAIRMENT AND EXIT CHARGES	<u>(92)</u>	<u>7,239</u>	<u>8,164</u>
EARNINGS FROM OPERATIONS	42,817	18,405	53,492
INTEREST EXPENSE	4,611	12,088	17,033
INTEREST INCOME	<u>(391)</u>	<u>(829)</u>	<u>(2,150)</u>
	<u>4,220</u>	<u>11,259</u>	<u>14,883</u>
EARNINGS BEFORE INCOME TAXES	38,597	7,146	38,609
INCOME TAXES	<u>13,852</u>	<u>1,686</u>	<u>15,396</u>
NET EARNINGS	24,745	5,460	23,213
LESS NET EARNINGS ATTRIBUTABLE TO NONCONTROLLING INTEREST	<u>(473)</u>	<u>(1,117)</u>	<u>(2,168)</u>
NET EARNINGS ATTRIBUTABLE TO CONTROLLING INTEREST	<u>\$ 24,272</u>	<u>\$ 4,343</u>	<u>\$ 21,045</u>
EARNINGS PER SHARE — BASIC	\$ 1.26	\$ 0.23	\$ 1.10
EARNINGS PER SHARE — DILUTED	\$ 1.25	\$ 0.23	\$ 1.09
WEIGHTED AVERAGE SHARES OUTSTANDING	19,256	19,074	19,056
WEIGHTED AVERAGE SHARES OUTSTANDING WITH COMMON STOCK EQUIVALENTS	19,468	19,225	19,362

See notes to consolidated financial statements.



**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY**

(in thousands, except share and per share data)

	Controlling Interest Shareholders' Equity						
	Common Stock	Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Earnings	Employees Stock Notes Receivable	Noncontrolling Interest	Total
<b>Balance at December 30, 2006</b>	<b>\$ 18,859</b>	<b>\$ 113,754</b>	<b>\$ 380,931</b>	<b>\$ 2,451</b>	<b>\$ (1,253)</b>	<b>\$ 10,819</b>	<b>\$ 525,561</b>
Comprehensive earnings:							
Net earnings			21,045			2,168	
Foreign currency translation adjustment				2,253		45	
Total comprehensive earnings							25,511
Purchase of additional noncontrolling interest						(859)	(859)
Distributions to noncontrolling interest						(1,797)	(1,797)
Cash dividends — \$0.115 per share			(2,185)				(2,185)
Issuance of 220,345 shares under employee stock plans	220	3,683					3,903
Issuance of 3,961 shares under stock grant programs	4	170					174
Issuance of 69,777 shares under deferred compensation plans	70	(70)					—
Repurchase of 239,400 shares	(239)		(8,538)				(8,777)
Received 15,866 shares for the exercise of stock options	(16)	(766)					(782)
Tax benefits from non-qualified stock options exercised		1,867					1,867
Expense associated with share-based compensation arrangements		505					505
Accrued expense under deferred compensation plans		3,733					3,733
Issuance of 10,132 shares in exchange for employee stock notes receivable	10	492			(502)		—
Payments received on employee stock notes receivable					190		190
<b>Balance at December 29, 2007</b>	<b>\$ 18,908</b>	<b>\$ 123,368</b>	<b>\$ 391,253</b>	<b>\$ 4,704</b>	<b>\$ (1,565)</b>	<b>\$ 10,376</b>	<b>\$ 547,044</b>
Comprehensive earnings:							
Net earnings			4,343			1,117	
Foreign currency translation adjustment				(2,351)		(1,071)	
Total comprehensive earnings							2,038
Capital contribution from noncontrolling interest						419	419
Purchase of additional noncontrolling interest						(844)	(844)
Distributions to noncontrolling interest						(3,654)	(3,654)
Cash dividends — \$0.120 per share			(2,284)				(2,284)
Issuance of 174,528 shares under employee stock plans	175	3,030					3,205
Issuance of 3,706 shares under stock grant programs	4	100					104
Issuance of 15,288 shares under deferred compensation plans	15	(15)					—
Received 19,857 shares for the exercise of stock options	(20)	(622)					(642)
Tax benefits from non-qualified stock options exercised		878					878
Expense associated with share-based compensation arrangements		1,136					1,136
Accrued expense under deferred compensation plans		725					725
Issuance of 7,374 shares in exchange for employee stock notes receivable	7	230			(237)		—
Payments received on employee stock notes receivable					101		101
<b>Balance at December 27, 2008</b>	<b>\$ 19,089</b>	<b>\$ 128,830</b>	<b>\$ 393,312</b>	<b>\$ 2,353</b>	<b>\$ (1,701)</b>	<b>\$ 6,343</b>	<b>\$ 548,226</b>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY — (CONTINUED)**

(in thousands, except share and per share data)

	Controlling Interest Shareholders' Equity					Noncontrolling Interest	Total
	Common Stock	Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Earnings	Employees Stock Notes Receivable		
Comprehensive earnings:							
Net earnings			24,272			473	
Foreign currency translation adjustment				1,280		85	
Total comprehensive earnings							26,110
Capital contribution from noncontrolling interest						14	14
Purchase of additional noncontrolling interest		(853)				(917)	(1,770)
Distributions to noncontrolling interest						(270)	(270)
Cash dividends — \$0.260 per share			(5,017)				(5,017)
Issuance of 130,265 shares under employee stock plans	130	2,290					2,420
Issuance of 79,216 shares under stock grant programs	80	29					109
Issuance of 74,229 shares under deferred compensation plans	74	(74)					—
Repurchase of 90,122 shares	(90)		(3,289)				(3,379)
Received 1,602 shares for the exercise of stock options	(2)	(33)					(35)
Tax benefits from non-qualified stock options exercised		730					730
Deferred income tax asset reversal for deferred compensation plans		(518)					(518)
Expense associated with share-based compensation arrangements		1,597					1,597
Accrued expense under deferred compensation plans		646					646
Issuance of 3,721 shares in exchange for employee stock notes receivable	4	121			(125)		—
Payments received on employee stock notes receivable					83		83
<b>Balance at December 26, 2009</b>	<b>\$ 19,285</b>	<b>\$ 132,765</b>	<b>\$ 409,278</b>	<b>\$ 3,633</b>	<b>\$ (1,743)</b>	<b>\$ 5,728</b>	<b>\$ 568,946</b>

See notes to consolidated financial statements.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(in thousands)

	Year Ended		
	December 26, 2009	December 27, 2008	December 29, 2007
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net earnings attributable to controlling interest	\$ 24,272	\$ 4,343	\$ 21,045
Adjustments to reconcile net earnings to net cash from operating activities:			
Depreciation	32,917	37,570	39,547
Amortization of intangibles	8,308	9,797	8,034
Expense associated with share-based compensation arrangements	1,597	1,136	505
Excess tax benefits from share-based compensation arrangements	(603)	(171)	(755)
Expense associated with stock grant plans	109	104	174
Deferred income taxes (credit)	4,744	(7,747)	(4,134)
Net earnings attributable to noncontrolling interest	473	1,117	2,168
Gain on sale of interest in subsidiary			(140)
Gain on insurance settlement		(598)	
Net (gain) loss on sale or impairment of property, plant and equipment	(773)	7,062	6,755
Changes in:			
Accounts receivable	31,071	4,287	19,538
Inventories	31,522	42,922	27,795
Accounts payable	610	(20,153)	(9,569)
Accrued liabilities and other	(5,901)	8,882	(23,885)
<b>NET CASH FROM OPERATING ACTIVITIES</b>	<b>128,346</b>	<b>88,551</b>	<b>87,078</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Purchases of property, plant and equipment	(15,604)	(18,944)	(39,360)
Investment in joint venture	(659)		
Acquisitions, net of cash received	—	(23,338)	(57,087)
Proceeds from sale of interest in subsidiary			400
Proceeds from sale of property, plant and equipment	11,724	30,367	4,769
Advances on notes receivable	(14)	(997)	(1,002)
Collections on notes receivable	171	556	347
Insurance proceeds	1,023	800	
Other, net	30	189	(38)
<b>NET CASH FROM INVESTING ACTIVITIES</b>	<b>(3,329)</b>	<b>(11,367)</b>	<b>(91,971)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Net borrowings (repayments) under revolving credit facilities	(30,257)	(24,148)	34,648
Repayment of long-term debt	(19,207)	(80,824)	(28,466)
Borrowings of long-term debt	800		
Proceeds from issuance of common stock	2,420	2,957	3,539
Purchase of additional noncontrolling interest	(1,770)		
Distributions to noncontrolling interest	(270)	(3,654)	(1,797)
Capital contribution from noncontrolling interest	14	419	
Dividends paid to shareholders	(5,017)	(2,284)	(2,185)
Repurchase of common stock	(3,379)		(8,777)
Excess tax benefits from share-based compensation arrangements	603	171	755
Other, net	(72)	(89)	(327)
<b>NET CASH FROM FINANCING ACTIVITIES</b>	<b>(56,135)</b>	<b>(107,452)</b>	<b>(2,610)</b>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>68,882</b>	<b>(30,268)</b>	<b>(7,503)</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	<b>13,337</b>	<b>43,605</b>	<b>51,108</b>
<b>CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	<b>\$ 82,219</b>	<b>\$ 13,337</b>	<b>\$ 43,605</b>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS — (CONTINUED)**

(in thousands)

	Year Ended		
	December 26, 2009	December 27, 2008	December 29, 2007
<b>SUPPLEMENTAL SCHEDULE OF CASH FLOW INFORMATION:</b>			
Cash paid (refunded) during the period for:			
Interest	\$ 4,905	\$ 12,418	\$ 17,055
Income taxes	12,346	(8)	16,919
<b>NON-CASH OPERATING ACTIVITIES:</b>			
Accounts receivable exchanged for property, plant and equipment	\$ 167		
Assets exchanged for insurance receivable		\$ 737	
Accounts receivable exchanged for note receivable			\$ 257
<b>NON-CASH INVESTING ACTIVITIES:</b>			
Stock acquired through employees' stock notes receivable	125	237	502
<b>NON-CASH FINANCING ACTIVITIES:</b>			
Common stock issued under deferred compensation plans	2,438	99	3,452
Stock received for the exercise of stock options, net	35	352	418

See notes to consolidated financial statements

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**OPERATIONS**

We market, manufacture and engineer wood and wood-alternative products for the do-it-yourself/retail (“D-I-Y/retail”) market, structural lumber products for the manufactured housing market, engineered wood components for the site-built construction market, and specialty wood packaging for various markets. We also provide framing services for the site-built construction market and various forms for concrete construction. Our principal products include preservative-treated wood, remanufactured lumber, lattice, fence panels, deck components, specialty packaging, engineered trusses, wall panels, and other building products.

**PRINCIPLES OF CONSOLIDATION**

The consolidated financial statements include our accounts and those of our wholly-owned and majority-owned subsidiaries and partnerships. In addition, we consolidate 50% owned entities over which we exercise control. Intercompany transactions and balances have been eliminated.

**NONCONTROLLING INTEREST IN SUBSIDIARIES**

Noncontrolling interest in results of operations of consolidated subsidiaries represents the noncontrolling shareholders’ share of the income or loss of various consolidated subsidiaries. The noncontrolling interest reflects the original investment by these noncontrolling shareholders combined with their proportional share of the earnings or losses of these subsidiaries, net of distributions paid.

**FISCAL YEAR**

Our fiscal year is a 52 or 53 week period, ending on the last Saturday of December. Unless otherwise stated, references to 2009, 2008, and 2007 relate to the fiscal years ended December 26, 2009, December 27, 2008, and December 29, 2007, respectively. Fiscal years 2009, 2008, and 2007 were comprised of 52 weeks.

**FAIR VALUE DISCLOSURES OF FINANCIAL INSTRUMENTS**

The estimated fair values of financial instruments have been determined in accordance with ASC 825, *Financial Instruments*. Significant differences in the fair market value and recorded value of our debt is disclosed in Note F. The fair values of all other financial instruments approximate their carrying values. The estimated fair value amounts have been determined using available market information and appropriate valuation methodologies. However, considerable judgment is required in interpreting market data to develop the estimates of fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts that we could realize in a current market exchange. The use of different market assumptions and/or estimation methodologies may have a material effect on the estimated fair value amounts.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The fair value estimates presented herein are based on pertinent information available to management as of December 26, 2009. Although we are not aware of any factors that would significantly affect the estimated fair value amounts, such amounts have not been comprehensively revalued for purposes of these financial statements since that date, and current estimates of fair value may differ significantly from the amounts presented herein.

**CASH AND CASH EQUIVALENTS**

Cash and cash equivalents consist of cash and highly-liquid investments purchased with an original maturity of three months or less. Cash equivalents totaled approximately \$44.9 million and \$0.1 million as of December 26, 2009 and December 27, 2008, respectively.

As a result of our cash management system, checks issued but not presented to our bank for payment create negative cash balances. These negative balances are included in accounts payable and accrued liabilities and totaled \$14.8 million and \$18.2 million as of December 26, 2009 and December 27, 2008, respectively.

**ACCOUNTS RECEIVABLE**

We perform periodic credit evaluations of our customers and generally do not require collateral. Accounts receivable are due under a range of terms we offer to our customers. Discounts are offered, in most instances, as an incentive for early payment.

**ACCOUNTS RECEIVABLE ALLOWANCES**

We base our allowances related to receivables on historical credit and collections experience, and the specific identification of other potential problems, including the general economic climate. Actual collections can differ, requiring adjustments to the allowances. Individual accounts receivable balances are evaluated on a monthly basis, and those balances considered uncollectible are charged to the allowance. Collections of amounts previously written off are recorded as an increase to the allowance.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The following table presents the activity in our accounts receivable allowances (in thousands):

	<u>Beginning Balance</u>	<u>Additions Charged to Costs and Expenses</u>	<u>Deductions*</u>	<u>Collections</u>	<u>Ending Balance</u>
<b>Year Ended December 26, 2009:</b>					
Allowance for possible losses on accounts receivable	\$ 2,440	\$ 23,984	\$ (24,600)	\$ 1,073	\$ 2,897
<b>Year Ended December 27, 2008:</b>					
Allowance for possible losses on accounts receivable	\$ 2,403	\$ 24,734	\$ (25,453)	\$ 756	\$ 2,440
<b>Year Ended December 29, 2007:</b>					
Allowance for possible losses on accounts receivable	\$ 3,576	\$ 23,686	\$ (25,374)	\$ 515	\$ 2,403

\* Includes accounts charged off, discounts given to customers and actual customer returns and allowances.

We record estimated sales returns, discounts, and other applicable adjustments as a reduction of net sales in the same period revenue is recognized.

### **INVENTORIES**

Inventories are stated at the lower of cost or market. The cost of inventories includes raw materials, direct labor, and manufacturing overhead. Cost is determined on a weighted average basis. Raw materials consist primarily of unfinished wood products expected to be manufactured or treated prior to sale, while finished goods represent various manufactured and treated wood products ready for sale.

### **PROPERTY, PLANT, AND EQUIPMENT**

Property, plant, and equipment are stated at cost. Expenditures for renewals and betterments are capitalized, and maintenance and repairs are expensed as incurred. Amortization of assets held under capital leases is included in depreciation and amortized over the shorter of the estimated useful life of the asset or the lease term. Depreciation is computed principally by the straight-line method over the estimated useful lives of the assets as follows:

Land improvements	5 to 15 years
Buildings and improvements	15 to 31.5 years
Machinery, equipment and office furniture	3 to 10 years

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

**FOREIGN CURRENCY TRANSLATION**

Our foreign operations use the local currency as their functional currency. Accordingly, assets and liabilities are translated at exchange rates as of the balance sheet date and revenues and expenses are translated using weighted average rates, with translation adjustments included as a separate component of shareholders' equity.

**SELF-INSURANCE RESERVES**

We are primarily self-insured for certain employee health benefits, and have self-funded retentions for general liability, automobile liability, property and workers' compensation. We are fully self-insured for environmental liabilities. The general liability, automobile liability, property, workers' compensation, and certain environmental liabilities are managed through a wholly-owned insurance captive; the related assets and liabilities of which are included in the consolidated financial statements as of December 26, 2009 and December 27, 2008. Our policy is to accrue amounts equal to actuarially determined or internally computed liabilities. The actuarial and internal valuations are based on historical information along with certain assumptions about future events. Changes in assumptions for such matters as legal actions, medical cost trends, and changes in claims experience could cause these estimates to change in the future.

**INCOME TAXES**

Deferred income tax assets and liabilities are computed for differences between the financial statement and tax basis of assets and liabilities that will result in taxable or deductible amounts in the future. Such deferred income tax asset and liability computations are based on enacted tax laws and rates. Valuation allowances are established when necessary to reduce deferred income tax assets to the amounts expected to be realized. Income tax expense is the tax payable or refundable for the period plus or minus the change during the period in deferred income tax assets and liabilities.

**REVENUE RECOGNITION**

Revenue is recognized at the time the product is shipped to the customer. Generally, title passes at the time of shipment. In certain circumstances, the customer takes title when the shipment arrives at the destination. However, our shipping process is typically completed the same day.

Earnings on construction contracts are reflected in operations using either percentage-of-completion accounting, which includes the cost to cost and units of delivery methods, or completed contract accounting, depending on the nature of the business at individual operations. Under percentage-of-completion using the cost to cost method, revenues and related earnings on construction contracts are measured by the relationships of actual costs incurred related to the total estimated costs. Under percentage-of-completion using the units of delivery method, revenues and related earnings on construction contracts are measured by the relationships of actual units produced related to the total number of units. Revisions in earnings estimates on the construction contracts are recorded in the accounting period in which the basis for such revisions becomes known. Projected losses on individual contracts are charged to operations in their entirety when such losses become apparent. Under the completed contract method, revenues and related earnings are recorded when the contracted work is complete and losses are charged to operations in their entirety when such losses become apparent.



**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The following table presents the balances of percentage-of-completion and completed contract accounts on December 26, 2009 and December 27, 2008 which are included in other current assets and other accrued liabilities, respectively (in thousands):

	2009	2008
Cost and Earnings in Excess of Billings	\$ 9,998	\$ 7,934
Billings in Excess of Cost and Earnings	8,954	8,656

**SHIPPING AND HANDLING OF PRODUCT**

Shipping and handling costs that are charged to and reimbursed by the customer are recognized as revenue. Costs incurred related to the shipment and handling of products are classified in cost of goods sold.

**LONG-LIVED ASSETS**

In accordance with ASC 360, *Property, Plant and Equipment* (“ASC 360”), when an indicator of potential impairment exists, we evaluate the recoverability of our long-lived assets by determining whether unamortized balances could be recovered through undiscounted future operating cash flows over the remaining lives of the assets. If the sum of the expected future cash flows was less than the carrying value of the assets, an impairment loss would be recognized for the excess of the carrying value over the fair value.

**EARNINGS PER SHARE**

Basic earnings per share (“EPS”) is calculated based on the weighted average number of common shares outstanding during the periods presented. Diluted EPS is calculated based on the weighted average number of common and common equivalent shares outstanding during the periods presented, giving effect to stock options granted and conditional stock grants (see Note K) utilizing the “treasury stock” method.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

A reconciliation of the changes in the numerator and the denominator from the calculation of basic EPS to the calculation of diluted EPS follows (in thousands, except per share data):

	2009			2008			2007		
	Income (Num- erator)	Shares (Denom- inator)	Per Share Amount	Income (Num- erator)	Shares (Denom- inator)	Per Share Amount	Income (Num- erator)	Shares (Denom- inator)	Per Share Amount
<b>Net Earnings</b>	\$24,272			\$ 4,343			\$21,045		
<b>EPS — Basic</b>									
Income available to common stockholders	24,272	19,256	\$ 1.26	4,343	19,074	\$ 0.23	21,045	19,056	\$ 1.10
<b>Effect of Dilutive Securities</b>									
Options		212			151			306	
<b>EPS — Diluted</b>									
Income available to common stockholders and assumed options exercised	\$24,272	19,468	\$ 1.25	\$ 4,343	19,225	\$ 0.23	\$21,045	19,362	\$ 1.09

Options to purchase 10,000, 230,000 and 30,000 shares of common stock were not included in the computation of diluted EPS for 2009, 2008 and 2007, respectively, because the options' exercise prices were greater than the average market price of the common stock during the period and, therefore, would be antidilutive.

#### USE OF ACCOUNTING ESTIMATES

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements as well as the reported amounts of revenues and expenses during the reporting period. We believe our estimates to be reasonable; however, actual results could differ from these estimates.

#### RECENTLY ISSUED ACCOUNTING STANDARDS

Effective at the beginning of the fiscal year ended December 26, 2009, we adopted ASC 805, *Business Combinations* ("ASC 805"). ASC 805 establishes principles and requirements for how an acquirer in a business combination recognizes and measures in its financial statements the identifiable assets acquired, the liabilities assumed, and any controlling interest; recognizes and measures the goodwill acquired in the business combination or a gain from a bargain purchase; and determines what information to disclose to enable users of the financial statements to evaluate the nature and financial effects of the business combination. ASC 805 will affect our accounting for any future business combinations.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

Effective at the beginning of the fiscal year ended December 26, 2009, we adopted ASC 810, *Noncontrolling Interests in Consolidated Financial Statements* ("ASC 810"). ASC 810 establishes new accounting and reporting standards for the noncontrolling interest in a subsidiary and for the deconsolidation of a subsidiary. Specifically, this statement requires the recognition of a noncontrolling interest (minority interest) as equity in the consolidated financial statements and separate from the parent's equity. The amount of net income attributable to the noncontrolling interest will be included in consolidated net income on the face of the income statement. ASC 810 clarifies that changes in a parent's ownership interest in a subsidiary that do not result in deconsolidation are equity transactions if the parent retains its controlling financial interest. In addition, this statement requires that a parent recognize a gain or loss in net income when a subsidiary is deconsolidated. Such gain or loss will be measured using the fair value of the noncontrolling equity investment on the deconsolidation date. ASC 810 also includes expanded disclosure requirements regarding the interests of the parent and its noncontrolling interest. The adoption of ASC 810 did not have a material impact on our consolidated financial statements and related disclosures and financial reporting of noncontrolling interests presented herein.

Effective at the beginning of the fiscal year ended December 26, 2009, we adopted ASC 260, *Determining Whether Instruments Granted in Share-Based Payment Transactions are Participating Securities* ("ASC 260"). ASC 260 clarifies that unvested share-based payment awards with a right to receive nonforfeitable dividends are participating securities and also provides guidance on how to allocate earnings to participating securities and compute basic earnings per share using the two-class method. The adoption of ASC 260 impacts our Executive Stock Grant Plan and it had no impact on our earnings per share calculation.

**B. FAIR VALUE**

Effective at the beginning of the fiscal year ended December 27, 2008, we adopted ASC 820, *Fair Value Measurements* ("ASC 820"). This new standard establishes a framework for measuring the fair value of assets and liabilities. This framework is intended to provide increased consistency in how fair value determinations are made under various existing accounting standards which permit, or in some cases require, estimates of fair market value. ASC 820 also expands financial statement disclosure requirements about a company's use of fair value measurements, including the effect of such measures on earnings.

Effective at the beginning of the fiscal year ended December 26, 2009, we also adopted the nonfinancial asset and liability provisions of ASC 820 that were previously deferred by the standard.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

Assets and liabilities measured at fair value are as follows:

(in thousands)	December 26, 2009			December 27, 2008		
	Total	Quoted Prices in Active Markets (Level 1)	Prices with Other Observable Inputs (Level 2)	Total	Quoted Prices in Active Markets (Level 1)	Prices with Other Observable Inputs (Level 2)
<b>Assets:</b>						
Trading marketable securities	\$ 883	\$ 883		\$ 3,000	\$ 3,000	
Assets held for sale				410		\$ 410
Property, plant and equipment	1,385		\$ 1,385	1,629		1,629
	<u>\$ 2,268</u>	<u>\$ 883</u>	<u>\$ 1,385</u>	<u>\$ 5,039</u>	<u>\$ 3,000</u>	<u>\$ 2,039</u>

Effective at the beginning of the fiscal year ended December 27, 2008, we adopted ASC 825, *The Fair Value Option for Financial Assets and Financial Liabilities* ("ASC 825"). ASC 825 allows companies to choose to measure certain financial instruments and certain other items at fair value. The statement requires that unrealized gains and losses are reported in earnings for items measured using the fair value option and establishes presentation and disclosure requirements. We have elected not to apply the fair value option to any of our financial instruments except for those expressly required by U.S. GAAP.

**C. BUSINESS COMBINATIONS**

No business combinations were completed in fiscal 2009. We completed the following business combinations in fiscal 2008 and 2007, which were accounted for using the purchase method (in millions).

Company Name	Acquisition Date	Purchase Price	Intangible Assets	Net Tangible Assets	Reportable Segment	Business Description
D-Stake Mill and Manufacturing Country ("D-Stake")	June 9, 2008	\$7.1 (asset purchase)	\$5.1	\$2.0	Western Division	Manufactures kiln stickers, lath, stakes, decking, and pallets and pallet components for a variety of industries including manufacturing, retail and agriculture. Plants are located in McMinnville, OR and Independence, OR. Combined 2007 sales were \$18.5 million.  Purchased 100% of the inventory, property, plant and equipment, and intangibles.
Shawnlee Construction, LLC ("Shawnlee")	April 1, 2008	\$1.8 (asset purchase)	\$1.0	\$0.8	Eastern Division	Provides framing services for multi-family construction in the northeast. Located in Plainville, MA. As of April 1, 2008 we owned a 90% membership interest and have purchased an additional 5% interest each year.
	April 2, 2007	\$1.4 (asset purchase)	\$0.9	\$0.5		

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

<b>Company Name</b>	<b>Acquisition Date</b>	<b>Purchase Price</b>	<b>Intangible Assets</b>	<b>Net Tangible Assets</b>	<b>Reportable Segment</b>	<b>Business Description</b>
Romano Construction Company, Ltd. ("Romano")	March 15, 2008	\$0.4 (asset purchase)	\$ 0.2	\$ 0.2	Eastern Division	Provides framing services and is located in Middletown, NY.  Purchased 100% of the property, plant and equipment and intangibles.
International Wood Industries, Inc. ("IWI")	February 4, 2008	\$14.0 (stock purchase)	\$10.6	\$ 3.4	Western Division	Manufactures and distributes industrial products, including specialty boxes, crates, pallets and skids. Headquartered in Turlock, CA with distribution sites in Hawaii and Alaska. 2007 sales were \$40.0 million.  Purchased 100% voting interest.
Deck Images	July 10, 2007	\$0.9 (asset purchase)	\$ 0.6	\$ 0.3	Consumer Products Division	Manufactures and distributes aluminum railing systems. Located in Hastings, MN. 2006 sales were \$1.9 million.  Purchased 100% of the property, plant and equipment and intangibles.
Perfection Trusses, Inc. ("Perfection")	March 5, 2007	\$1.3 (asset purchase)	\$ 0.8	\$ 0.5	Eastern Division	Manufactures and distributes roof and floor trusses to the Eastern Florida market. The company is located in Vero Beach, FL. 2006 sales were \$3.9 million.  Purchased 100% of the property, plant and equipment and intangibles.
Aljoma Lumber Company ("Aljoma")	February 12, 2007	\$53.5 (stock purchase)	\$ 0.4	\$53.1	Eastern Division	Manufactures, treats and distributes various wood products, building materials and specialty hardwoods. The company is located in Medley, FL. They serve Florida, the Eastern United States and the Caribbean islands. Aljoma has one of the largest treating facilities in the country. 2006 sales were \$225.0 million.  Purchased 100% voting interest.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The amounts assigned to major intangible classes for business combinations mentioned above are as follows (in millions):

	Non-compete agreements	Customer Relationships	Patents	Goodwill - Total	Goodwill - Tax Deductible
D-Stake	\$ 2.6			\$ 2.5	\$ 2.5
Shawnlee	0.3	\$ 0.4		0.3	0.3
	0.3	0.4		0.2	0.2
Romano	0.2				
IWI	2.4	5.6		2.6	0.0
Deck Images		0.6			
Perfection	0.3	0.5			
Aljoma	0.4				

The business combinations mentioned above were not significant to our operating results individually or in aggregate, and thus pro forma results are not presented.

**D. ASSETS HELD FOR SALE AND NET (GAIN) LOSS ON DISPOSITION OF ASSETS AND OTHER IMPAIRMENT AND EXIT CHARGES**

Included in “Assets held for sale” on our Consolidated Balance Sheets is certain property, plant and equipment totaling \$8.3 million on December 27, 2008. The assets held for sale consist of certain vacant land and several facilities we closed to better align manufacturing capacity with the current business environment. The fair values were determined based on appraisals or recent offers to acquire the assets. These and other idle assets were evaluated based on the requirements of ASC 360, which resulted in an impairment and other exit charges included in “Net (gain) loss on disposition of assets and other impairment and exit charges” for the years ended December 26, 2009, December 27, 2008 and December 29, 2007, respectively. These amounts include the following, separated by reporting segment (in millions):

	December 26, 2009		December 27, 2008		December 29, 2007	
	Eastern and Western Divisions	All Other	Eastern and Western Divisions	All Other	Eastern and Western Divisions	All Other
Severances	\$ 0.7		\$ 1.1	\$ 0.3	\$ 1.3	\$ 0.1
Property, plant and equipment	2.5		2.8	0.8	5.8	\$ 1.0
Gain on sale of real estate	(4.2)		(0.5)			
Notes receivable			1.6			
Lease termination	0.6		0.5			
Other intangibles		0.3	0.6			

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The changes in assets held for sale in 2009 are as follows (in thousands):

Description	Net Book Value	Date of Sale	Net Sales Price
Assets held for sale as of December 27, 2008	\$ 8,296		
Additions	1,030		
Transfers to held for use	(3,057)		
Sale of certain real estate in Woodburn, Oregon	(2,806)	February 6, 2009	\$5.2 million
Sale of certain real estate in Dallas, Texas	(2,433)	May 13, 2009	\$3.4 million
Sale of certain real estate in Murrieta, California	(1,030)	June 10, 2009	\$0.9 million
Assets held for sale as of December 26, 2009	<u>\$ —</u>		

We have transferred certain assets back to held for use because we do not believe we will sell these assets within a year due to difficult economic conditions and competitive factors. Appropriate “catch-up” adjustments were recorded for depreciation associated with the transfer of these assets to held for use.

**E. GOODWILL AND OTHER INTANGIBLE ASSETS**

We account for goodwill and other intangible assets in accordance with the provisions of ASC 350, *Intangibles — Goodwill and Other*. Goodwill and other intangible assets acquired in a purchase business combination and determined to have an indefinite useful life are not amortized, but instead are tested for impairment at least annually or when a triggering event occurs. We tested for impairment in the fourth quarter by utilizing the discounted cash flow method and compared it against other market indicators, allocating goodwill based on operating segments, which resulted in no impairment.

The following amounts were included in other intangible assets, net as of December 26, 2009 and December 26, 2008 (in thousands):

	2009		2008	
	Assets	Accumulated Amortization	Assets	Accumulated Amortization
Non-compete agreements	\$ 18,162	\$ (11,182)	\$ 26,899	\$ (13,481)
Customer relationships	19,813	(11,643)	17,734	(10,326)
Patents	2,980	(1,437)	2,980	(1,055)
Total	<u>\$ 40,955</u>	<u>\$ (24,262)</u>	<u>\$ 47,613</u>	<u>\$ (24,862)</u>

Amortization is computed principally by the straight-line method over the estimated useful lives of the intangible assets as follows:

Non-compete agreements	5 to 10 years
Customer relationship	5 years

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

Amortization expense of intangibles totaled \$8.3 million, \$9.8 million and \$8.0 million in 2009, 2008 and 2007, respectively. The estimated amortization expense for intangibles for each of the five succeeding fiscal years is as follows (in thousands):

2010	\$ 6,778
2011	4,729
2012	2,127
2013	1,197
2014	909
Thereafter	953
<b>Total</b>	<b>\$ 16,693</b>

The changes in the net carrying amount of goodwill and indefinite-lived intangible assets for the years ended December 26, 2009 and December 27, 2008, are as follows (in thousands):

	Goodwill	Indefinite-Lived Intangible Assets
Balance as of December 29, 2007	\$ 147,932	\$ 2,340
Final purchase price allocations	1,226	
Acquisitions	8,013	
Translation adjustment	(248)	
Balance as of December 27, 2008	\$ 156,923	\$ 2,340
Final purchase price allocations	(2,326)	
Deferred income tax adjustment	121	
Balance as of December 26, 2009	<u>\$ 154,718</u>	<u>\$ 2,340</u>

**F. DEBT**

We have a five-year, \$300 million unsecured revolving credit facility, which includes amounts reserved for letters of credit. Cash borrowings are charged interest based upon an index equal to the Eurodollar rate (in the case of borrowings in US Dollars) or the bankers' acceptance rate quoted (in the case of borrowings in Canadian Dollars), plus a margin (ranging from 27 to 90 basis points, based upon our financial performance). We are also charged an annual facility fee on the entire amount of the lending commitment (ranging from 8 to 25 basis points, based upon our performance), and a usage premium (ranging from 5 to 12.5 basis points, based upon our performance) at times when borrowings in US Dollars exceed 150 million. The average borrowing rate on this facility was 0.8% and 3.6% in 2009 and 2008, respectively. The amount outstanding on the revolving credit facility is included in the long-term debt summary below. The revolving credit facility supports letters of credit totaling approximately \$32.3 million on December 26, 2009.

Outstanding letters of credit extended on our behalf aggregated \$32.3 million on December 26, 2009, which includes approximately \$12.4 million related to industrial development revenue bonds. Outstanding letters of credit extended on our behalf aggregated \$32.2 million on December 27, 2008, which includes approximately \$14.8 million related to industrial development revenue bonds. Letters of credit have terms ranging from one to three years, and include an automatic renewal clause. The letters of credit are charged an annual interest rate ranging from 27 to 90 basis points under the \$300 million facility, based upon our financial performance.



**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

Long-term debt and capital lease obligations are summarized as follows on December 26, 2009 and December 27, 2008 (amounts in thousands):

	<u>2009</u>	<u>2008</u>
Series 2002-A Senior Notes Tranche A, due on December 18, 2009, interest payable semi-annually at 5.63%		\$ 15,000
Series 2002-A Senior Notes Tranche B, due on December 18, 2012, interest payable semi-annually at 6.16%	\$ 40,000	40,000
Revolving credit facility totaling \$300 million due on February 12, 2012, interest due monthly at a floating rate		30,257
Series 1999 Industrial Development Revenue Bonds, due on August 1, 2029, interest payable monthly at a floating rate (0.54% on December 26, 2009)	3,300	3,300
Series 2000 Industrial Development Revenue Bonds, due on October 1, 2020, interest payable monthly at a floating rate (0.56% on December 26, 2009)	2,700	2,700
Series 2000 Industrial Development Revenue Bonds		2,400
Series 2001 Industrial Development Revenue Bonds, due on November 1, 2021, interest payable monthly at a floating rate (0.56% on December 26, 2009)	2,500	2,500
Series 2002 Industrial Development Revenue Bonds, due on December 1, 2022, interest payable monthly at a floating rate (0.55% on December 26, 2009)	3,700	3,700
Capital lease obligations, interest imputed at 5.37%	892	279
Other	762	1,038
	<u>53,854</u>	<u>101,174</u>
Less current portion	673	15,490
Long-term portion	<u>\$ 53,181</u>	<u>\$ 85,684</u>

Financial covenants on the unsecured revolving credit facility and unsecured notes include a minimum net worth requirement, minimum interest coverage tests, and a maximum leverage ratio. The agreements also restrict the amount of additional indebtedness we may incur and the amount of assets which may be sold. We were within all of our lending requirements on December 26, 2009.

On December 26, 2009, the principal maturities of long-term debt and capital lease obligations are as follows (in thousands):

2010	\$ 673
2011	711
2012	40,270
2013	
2014	
Thereafter	12,200
	<u>\$ 53,854</u>

On December 26, 2009, the estimated fair value of our long-term debt, including the current portion, was \$54.7 million, which was \$0.8 million greater than the carrying value. The estimated fair value is based on rates anticipated to be available to us for debt with similar terms and maturities.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

**G. LEASES**

Leased property included in the balance sheet on December 26, 2009 and December 27, 2008 is as follows (in thousands):

	2009	2008
Machinery and equipment	\$ 1,345	\$ 2,589
Less accumulated amortization	(224)	(2,001)
	<u>\$ 1,121</u>	<u>\$ 588</u>

We lease certain real estate under operating and capital lease agreements with original terms ranging from one to ten years. We are required to pay real estate taxes and other occupancy costs under these leases. Certain leases carry renewal options of five to fifteen years. We also lease motor vehicles, equipment, and aircrafts under operating lease agreements for periods of one to ten years. Future minimum payments under non-cancelable leases on December 26, 2009 are as follows (in thousands):

	Capital Leases	Operating Leases	Total
2010	\$ 472	\$ 12,313	\$ 12,785
2011	472	7,689	8,161
2012		3,882	3,882
2013		1,950	1,950
2014		1,327	1,327
Thereafter		1,125	1,125
Total minimum lease payments	<u>\$ 944</u>	<u>\$ 28,286</u>	<u>\$ 29,230</u>
Less imputed interest		(52)	
Present value of minimum lease payments	<u>\$ 892</u>		

Rent expense was approximately \$16.7 million, \$19.9 million, and \$24.0 million in 2009, 2008, and 2007, respectively.

**H. DEFERRED COMPENSATION**

We have a program whereby certain executives irrevocably elected to defer receipt of certain compensation in 1985 through 1988. Deferred compensation payments to these executives will commence upon their retirement. We purchased life insurance on such executives, payable to us in amounts which, if assumptions made as to mortality experience, policy dividends, and other factors are realized, will accumulate cash values adequate to reimburse us for all payments for insurance and deferred compensation obligations. In the event cash values are not sufficient to fund such obligations, the program allows us to reduce benefit payments to such amounts as may be funded by accumulated cash values. The deferred compensation liabilities and related cash surrender value of life insurance policies are included in "Other Liabilities" and "Other Assets," respectively.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

We also maintain a non-qualified deferred compensation plan (the “Plan”) for the benefit of senior management employees who may elect to defer a portion of their annual bonus payments and salaries. The Plan provides investment options similar to our 401(k) plan, including our stock. The investment in our stock is funded by the issuance of shares to a Rabbi trust, and may only be distributed in kind. Assets held by the Plan totaled approximately \$0.9 million and \$3.0 million on December 26, 2009 and December 27, 2008, respectively, and are included in “Other Assets.” Related liabilities totaled \$4.9 million and \$8.9 million on December 26, 2009 and December 26, 2008, respectively, and are included in “Other Liabilities” and “Shareholders’ Equity.” Assets of the Plan are recorded at fair market value. The related liabilities are recorded at fair market value, with the exception of obligations associated with investments in our stock which are recorded at the market value on the date of deferral.

**I. SALE OF ACCOUNTS RECEIVABLE**

On March 8, 2006, we entered into an accounts receivable sale arrangement with a bank that was terminated on September 26, 2008. Under the terms of this arrangement:

- We sold specific receivables to the bank at an agreed-upon price at terms ranging from one month to one year.
- We serviced the receivables sold and outstanding on behalf of the bank at a rate of 0.50% per annum.
- We received an incentive servicing fee, which we accounted for as a retained interest in the receivables sold. Our retained interest was determined based on the fair market value of anticipated collections in excess of the Agreed Base Value of the receivables sold. Appropriate valuation allowances were recorded against the retained interest.
- The maximum amount of receivables, net of retained interest, which were sold and outstanding at any point in time under this arrangement was \$50 million.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

No receivables were sold and outstanding on December 26, 2009 and December 27, 2008. A summary of the transactions we completed in 2008 and 2007 is presented below (in thousands).

	2008	2007
Accounts receivable sold	\$ 369,242	\$ 624,448
Retained interest in receivables	(2,432)	(1,982)
Expense from sale	(869)	(2,629)
Servicing fee received	119	212
Net cash received from sale	<u>\$ 366,060</u>	<u>\$ 620,049</u>

**J. COMMON STOCK**

On June 1, 1993, our shareholders approved the Incentive Stock Option Plan (the “Plan”) for our officers. Options for the purchase of all 1,200,000 shares of our common stock authorized under the Plan have been granted. The Plan provides that the options are exercisable only if the officer is employed by us at the time of exercise and holds at least seventy-five percent of the individuals’ shares held on April 1, 1993. The Plan also requires the option shares to be held for periods of six months to three years. The remaining options were exercisable within thirty days of the anniversary of the Plan in 2008. There are no options outstanding under the Plan.

In January 1994, the Employee Stock Gift Program was approved by the Board of Directors which allows us to gift shares of stock to eligible employees based on length of service. We gifted shares of stock under this Plan in 2009, 2008, and 2007, and recognized the market value of the shares at the date of issuance as an expense totaling approximately \$45,000, \$45,000, and \$68,000, respectively.

In April 2002, our shareholders approved the 2002 Employee Stock Purchase Plan (“2002 Stock Purchase Plan”) to succeed the Employee Stock Purchase Plan originally approved in 1994. In April 2008, our shareholders authorized additional shares to be allocated to the 2002 Stock Purchase Plan. The plan allows eligible employees to purchase shares of our stock at a share price equal to 85% of fair market value on the purchase date. In 2009, 2008, and 2007, shares were issued under this Plan for amounts totaling approximately \$454,000, \$582,000, and \$617,000, respectively. The weighted average discounted fair value of these shares was \$29.10, \$25.92, and \$30.75, respectively. Upon adoption of ASC 718, *Compensation — Stock Compensation*, (“ASC 718”), we have expensed the fair value associated with these awards, which approximates the discount.

In April 1994, our shareholders approved the Directors’ Retainer Stock Plan (“Stock Retainer Plan”). In April 2007, our shareholders authorized additional shares to be distributed pursuant to this plan. The Stock Retainer Plan allows eligible members of the Board of Directors to defer their retainer fees and receive shares of our stock at the time of their retirement, disability or death. The number of shares to be received is equal to the amount of the retainer fee deferred multiplied by 110%, divided by the fair market value of a share of our stock at the time of deferral, and increased for dividends declared. Shareholders’ equity includes approximately \$1.1 million and \$1.4 million on December 26, 2009 and December 26, 2008, respectively, for obligations incurred under this Plan. In 2009, distributions totaled approximately \$600,000, all of which was paid in shares of our common stock. There were no distributions in 2008 or 2007.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

In January 1997, we instituted a Directors' Stock Grant Program. In lieu of a cash increase in the amount of Directors' fees, each outside Director receives 100 shares of stock for each board meeting attended up to a maximum of 400 shares per year. In 2009, 2008, and 2007, we issued shares and recognized the market value of the shares on the date of issuance as an expense totaling approximately \$63,000, \$58,000, and \$106,000, respectively.

On April 28, 1999, our shareholders approved our Long Term Stock Incentive Plan (the "LTSI Plan"), which was amended and restated in 2009 to extend the term on the plan to 2019. The LTSI Plan reserves a maximum of 1,000,000 additional shares, plus a balance of unused shares from prior plans of 406,029 shares, plus an annual increase of no more than 200,000 shares per year which may be added on the date of the annual meeting of shareholders. The 1999 Plan provides for the granting of stock options, reload options, stock appreciation rights, restricted stock, performance shares and other stock-based awards. No options were granted under the LTSI Plan in 2009 or 2008.

The following stock grants are outstanding under the LTSI Plan:

- On April 17, 2002, a Conditional Share Grant was made which will grant our Executive Chairman 10,000 shares of common stock immediately upon the satisfaction of the terms and conditions set forth in the grant. Shareholders' equity includes approximately \$245,000 and \$159,000 on December 26, 2009 and December 27, 2008 respectively, for this grant.
- Shares of common stock were issued on February 9, 2009 for Performance Share Grants made on February 3, 2006. Shareholders' equity included approximately \$2.1 million on December 27, 2008 for this grant.
- On January 16, 2007, Conditional Share Grants were made which will grant certain employees 500 shares each of common stock immediately upon vesting in 2017, subject to conditions set forth in the grant. Shareholders' equity includes approximately \$49,000 and \$32,000 on December 26, 2009 and December 27, 2008, respectively, for this grant.
- On February 23, 2007, shares were issued into a Deferred Stock Bonus Plan for certain employees. These shares are distributable upon retirement, subject to conditions set forth in the plan. Shareholders' equity includes approximately \$1.4 million on December 26, 2009 and \$1.9 million December 27, 2008, respectively.
- On January 16, 2008, Conditional Share Grants were made which will grant certain employees 500 shares each of common stock immediately upon vesting in 2018, subject to conditions set forth in the grant. Shareholders' equity includes approximately \$21,000 and \$10,000 on December 26, 2009 and December 27, 2008, respectively.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

- On February 8, 2008, Conditional Share Grants were made which will grant certain employees approximately 105,000 shares of common stock on February 8, 2010, subject to conditions set forth in the grant. Shareholders' equity includes approximately \$1.3 million and \$0.7 million on December 26, 2009 and December 27, 2008, respectively.
- On January 21, 2009, Conditional Share Grants were made which will grant certain employees 500 shares each of common stock immediately upon vesting in 2019, subject to conditions set forth in the grant. Shareholders' equity includes approximately \$3,000 on December 26, 2009.
- On February 1, 2009, approximately 75,000 shares of common stock were issued into a deferred compensation plan for certain employees and independent directors. The shares will be vested on February 1, 2014, subject to conditions set forth in the grant. Shareholders' equity includes approximately \$0.5 million December 26, 2009.

As of December 26, 2009, a total of approximately 3.0 million shares are reserved for issuance under the plans mentioned above.

On November 14, 2001, the Board of Directors approved a share repurchase program (which succeeded a previous program) allowing us to repurchase up to 2,500,000 shares of our common stock. We repurchased 91,724 and 19,857 shares under this program in 2009 and 2008, respectively. As of December 26, 2009, cumulative total authorized shares available for repurchase is approximately 1.1 million shares.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

Common stock activity for 2009, 2008 and 2007 was as follows:

	2009	2008	2007
Shares issued under plan:			
Employee Stock Purchase	15,614	22,474	20,079
Stock option	114,651	152,054	200,266
Employee stock plans	130,265	174,528	220,345
Stock gift	1,466	1,606	1,661
Executive Stock Grant	74,750		
Directors' Retainer Stock	23,413		
Directors' Stock Grant	3,000	2,100	2,300
Stock grant plans	102,629	3,706	3,961
Deferred compensation	50,816	15,288	69,777
Stock notes receivable	3,721	7,374	10,132
Shares received for exercise of stock options	(1,602)	(19,857)	(15,866)
Stock repurchase	(90,122)		(239,400)
	195,707	181,039	48,949
Beginning common stock	19,088,880	18,907,841	18,858,892
Ending common stock	19,284,587	19,088,880	18,907,841

**K. STOCK-BASED COMPENSATION**

We account for share-based compensation using the fair value recognition provisions of ASC 718, *Compensation — Stock Compensation*, ("ACS 718"), which we have adopted using the modified-prospective-transition method effective January 1, 2006. As discussed in Note J, Common Stock, we provide compensation benefits to employees and non-employee directors under several share-based payment arrangements including the Employee Stock Gift Program, the 2002 Employee Stock Purchase Plan, the Directors' Retainer Stock Plan, the Directors' Stock Grant Program and the Long-Term Stock Incentive Plan.

*Stock Option Plans*

To date, other than certain, relatively nominal conditional share grants, performance share awards and deferred share awards that are permitted under the LTSI Plan, we have only issued options under the LTSI Plan. Vesting requirements for awards under this plan will vary by individual grant and, as to outstanding awards, and are subject to time-based vesting. The contractual life of all of the options granted under this plan is no greater than 15 years.

The fair value of each option award is estimated as of the date of grant using the Black-Scholes option pricing model. Expected volatility assumptions used were based on historical volatility of our stock. We utilize historical data to estimate option exercise and employee termination behavior within the valuation model; separate groups of employees that have similar historical exercise behavior are considered separately for valuation purposes. The risk-free rate for the expected term of the option award was based on the U.S. Treasury yield curve in effect at the time of the grant. No new option awards were granted in 2009, 2008 or 2007 and therefore no specific valuation assumptions are presented.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The following summary presents information regarding outstanding options as of December 26, 2009 and changes during the period then ended with regard to options under all stock option plans:

	Stock Under Option	Weighted Average Exercise Price Per Share	Weighted Average Remaining Contractual Term	Aggregate Intrinsic Value
Outstanding at December 27, 2008	600,047	\$ 22.16		
Exercised	(114,651)	\$ 17.14		
Forfeited or expired	(11,518)	\$ 23.48		
Outstanding at December 26, 2009	473,878	\$ 23.34	2.97	\$ 7,049,362
Vested or expected to vest at December 26, 2009	260,000	\$ 25.14	3.49	\$ 3,399,745
Exercisable at December 26, 2009	213,878	\$ 21.16	2.33	\$ 3,649,617

The total intrinsic value of options exercised during 2009, 2008 and 2007 was \$2.3 million \$2.4 million and \$6.5 million, respectively.

*Employee Stock Purchase Plan*

In 2009, 2008 and 2007, we issued shares under this plan totaling 15,614, 22,474 and 20,079, respectively. In 2009, 2008 and 2007, the weighted average fair values per share of employee stock purchase rights pursuant to this plan were \$5.14, \$4.57 and \$5.42, respectively. The fair value of the stock purchase rights approximated the difference between the stock price and the employee purchase price.

*Directors' Retainer Stock Plan*

We recognized the fair market value of the shares issued under this plan, calculated using the number of shares issued and the stock price on the issuance date, as expense and recorded the related obligation in shareholders' equity. In 2009, 2008 and 2007, we recognized approximately \$317,000, \$268,000 and \$281,000, respectively, in expense for shares issued under this program.

*Directors' Stock Grant Program*

In 2009, 2008 and 2007, we recognized the fair market value of the shares issued under this plan, calculated using the number of shares issued and the stock price on the issuance date, as an expense totaling approximately \$63,000, \$58,000 and \$106,000, respectively.



**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

*Conditional Share Grant Agreements*

In 2009, 2008 and 2007, we recognized the fair value of the awards estimated as of the date of grant. We recognized approximately \$118,000, \$50,000 and \$39,000, respectively, in expense for shares issuable under this program.

*All Share-Based Payment Arrangements*

The total share-based compensation cost and the related total income tax benefit that has been recognized in results of operations was approximately \$1,252,000 and \$724,000, respectively in 2009. The total share-based compensation cost and the related total income tax benefit that has been recognized in results of operations was approximately \$820,000 and \$255,000, respectively in 2008. The total share-based compensation cost and the related total income tax benefit that has been recognized in results of operations was approximately \$892,000 and \$299,000, respectively in 2007.

In 2009, 2008 and 2007, cash received from option exercises and share issuances under our plans was \$2.4 million, \$3.0 million and \$3.5 million, respectively. The actual tax benefit realized in 2009, 2008 and 2007 for the tax deductions from option exercises totaled \$0.7 million, \$0.9 million and \$1.9 million, respectively.

**L. RETIREMENT PLANS**

We have a profit sharing and 401(k) plan for the benefit of substantially all of our employees, excluding the employees of certain non-wholly-owned subsidiaries. Amounts contributed to the plan are made at the discretion of the Board of Directors. We matched 25% of employee contributions in 2009, on a discretionary basis, totaling \$1.4 million. We matched 50% of employee contributions in 2008 and 2007, on a discretionary basis, totaling \$3.5 million and \$4.1 million, respectively. The basis for matching contributions may not exceed the lesser of 6% of the employee's annual compensation or the IRS limitation.

**M. INCOME TAXES**

Income tax provisions for the years ended December 26, 2009, December 27, 2008, and December 29, 2007 are summarized as follows (in thousands):

	2009	2008	2007
Currently Payable:			
Federal	\$ 4,411	\$ 5,566	\$ 13,725
State and local	1,452	915	2,714
Foreign	2,602	3,169	2,824
	<u>8,465</u>	<u>9,650</u>	<u>19,263</u>
Net Deferred:			
Federal	4,868	(5,768)	(3,734)
State and local	337	(1,951)	134
Foreign	182	(245)	(267)
	<u>5,387</u>	<u>(7,964)</u>	<u>(3,867)</u>
	<u>\$ 13,852</u>	<u>\$ 1,686</u>	<u>\$ 15,396</u>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The components of earnings before income taxes consist of the following:

	2009	2008	2007
U.S	\$ 29,806	\$ (702)	\$ 37,641
Foreign	8,791	7,848	968
Total	<u>\$ 38,597</u>	<u>\$ 7,146</u>	<u>\$ 38,609</u>

The effective income tax rates are different from the statutory federal income tax rates for the following reasons:

	2009	2008	2007
Statutory federal income tax rate	35.0%	35.0%	35.0%
State and local taxes (net of federal benefits)	1.9	(1.3)	4.5
Effect of noncontrolling owned interest in earnings of partnerships	0.1	(2.2)	(1.0)
Manufacturing deduction	(0.8)	(4.0)	(1.9)
Research & development tax credits	(1.8)	(14.0)	(3.2)
Change in valuation allowance	(1.4)	1.1	5.5
Amortization of goodwill	1.2	5.7	
Other, net	1.7	3.3	1.0
Effective income tax rate	<u>35.9%</u>	<u>23.6%</u>	<u>39.9%</u>

Temporary differences which give rise to deferred income tax assets and (liabilities) on December 26, 2009 and December 27, 2008 are as follows (in thousands):

	2009	2008
Employee benefits	\$ 5,189	\$ 7,044
Foreign subsidiary net operating loss	1,782	2,454
Accrued expenses	3,769	4,748
Other, net	3,764	3,511
Gross deferred income tax assets	14,504	17,757
Valuation allowance	(2,712)	(2,838)
Deferred income tax assets	11,792	14,919
Depreciation	(17,522)	(16,495)
Intangibles	(7,799)	(6,876)
Inventory	(421)	(30)
Other, net	(77)	(158)
Deferred income tax liabilities	(25,819)	(23,559)
Net deferred income tax liability	<u>\$ (14,027)</u>	<u>\$ (8,640)</u>

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The valuation allowance consists of a net operating loss carryforward we have for a wholly-owned subsidiary, Universal Forest Products of Canada, Inc. As a result of cumulative historical losses of this subsidiary, our ability to realize a future benefit from this loss carryforward is in doubt, therefore, we established an allowance for the entire amount of the future benefit. This carryforward will expire at the end of 2027.

**N. ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES**

ASC 740, *Income Taxes* (“ASC 740”) clarifies the accounting for income taxes by prescribing the minimum recognition threshold a tax position is required to meet before being recognized in the financial statements. ASC 740 also provides guidance on derecognition, measurement, classification, interest and penalties, and disclosure requirements. ASC 740 is effective for fiscal years beginning after December 15, 2006.

A reconciliation of the beginning and ending amount of unrecognized tax benefits is as follows (in thousands):

	2009	2008
Gross unrecognized tax benefits beginning of year	\$ 11,034	\$ 8,705
Increase in tax positions for prior years	116	1,347
Increase in tax positions for current year	512	1,486
Settlements with taxing authorities	(778)	
Lapse in statute of limitations	(573)	(504)
Gross unrecognized tax benefits end of year	<u>\$ 10,311</u>	<u>\$ 11,034</u>

The total amount of net unrecognized tax benefits that, if recognized, would affect the effective tax rate was \$10.3 million and \$11.0 million at December 26, 2009 and December 27, 2008, respectively. We recognized interest and penalties for unrecognized tax benefits in our provision for income taxes. The liability for unrecognized tax benefits included accrued interest and penalties of \$0.3 million and \$0.4 million at December 26, 2009 and December 27, 2008, respectively.

We file income tax returns in the United States and in various state, local and foreign jurisdictions. For the majority of tax jurisdictions, we are no longer subject to income tax examinations for years before 2004. A number of state and local examinations as well as an examination by the Internal Revenue Service are currently ongoing. It is possible that these examinations may be resolved within the next twelve months. Due to the potential for resolution of federal, state and foreign examinations, and the expiration of various statutes of limitation, it is reasonably possible that our gross unrecognized tax benefits may change within the next twelve months by a range of \$0.2 million to \$9.4 million.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

**O. COMMITMENTS, CONTINGENCIES, AND GUARANTEES**

We are self-insured for environmental impairment liability, including certain liabilities which are insured through a wholly owned subsidiary, UFP Insurance Ltd., a licensed captive insurance company.

We own and operate a number of facilities throughout the United States that chemically treat lumber products. In connection with the ownership and operation of these and other real properties, and the disposal or treatment of hazardous or toxic substances, we may, under various federal, state, and local environmental laws, ordinances, and regulations, be potentially liable for removal and remediation costs, as well as other potential costs, damages, and expenses. Environmental reserves, calculated with no discount rate, have been established to cover remediation activities at our affiliates' wood preservation facilities in Stockertown, PA; Elizabeth City, NC; Auburndale, FL; Gordon, PA; Janesville, WI; Medley, FL; and Ponce, PR. In addition, a reserve was established for our affiliate's facility in Thornton, CA to remove certain lead containing materials which existed on the property at the time of purchase. During 2009, a subsidiary entered into a consent order with the State of Florida to conduct additional testing at the Auburndale, FL facility. We admitted no liability and the costs are not expected to be material.

On a consolidated basis, we have reserved approximately \$4.3 million on December 26, 2009 and \$4.4 million on December 27, 2008, representing the estimated costs to complete future remediation efforts. These amounts have not been reduced by an insurance receivable.

From time to time, various special interest environmental groups have petitioned certain states requesting restrictions on the use or disposal of CCA treated products. The wood preservation industry trade groups are working with the individual states and their regulatory agencies to provide an accurate, factual background which demonstrates that the present method of uses and disposal is scientifically supported.

We have not accrued for any potential loss related to the contingencies above. However, potential liabilities of this nature are not conducive to precise estimates and are subject to change.

In addition, on December 26, 2009, we were parties either as plaintiff or a defendant to a number of lawsuits and claims arising through the normal course of our business. In the opinion of management, our consolidated financial statements will not be materially affected by the outcome of these contingencies and claims.

On December 26, 2009, we had outstanding purchase commitments on capital projects of approximately \$0.9 million.

We provide a variety of warranties for products we manufacture. Historically, warranty claims have not been material.

In certain cases we supply building materials and labor to site-built construction projects or we jointly bid on contracts with framing companies for such projects. In some instances we are required to post payment and performance bonds to insure the owner that the products and installation services are completed in accordance with our contractual obligations. We have agreed to indemnify the surety for claims made against the bonds. As of December 26, 2009, we had approximately \$16.0 million in outstanding payment and performance bonds, which expire during the next two years. In addition, approximately \$32.6 million in payment and performance bonds are outstanding for completed projects which are still under warranty.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

We have entered into operating leases for certain assets that include a guarantee of a portion of the residual value of the leased assets. If, at the expiration of the initial lease term, we do not exercise our option to purchase the leased assets and these assets are sold by the lessor for a price below a predetermined amount, we will reimburse the lessor for a certain portion of the shortfall. These operating leases will expire periodically over the next five years. The estimated maximum aggregate exposure of these guarantees is approximately \$1.3 million.

On December 26, 2009 we had outstanding letters of credit totaling \$32.3 million, primarily related to certain insurance contracts and industrial development revenue bonds described further below.

In lieu of cash deposits, we provide irrevocable letters of credit in favor of our insurers to guarantee our performance under certain insurance contracts. We currently have irrevocable letters of credit outstanding totaling approximately \$19.9 million for these types of insurance arrangements. We have reserves recorded on our balance sheet, in accrued liabilities, that reflect our expected future liabilities under these insurance arrangements.

We are required to provide irrevocable letters of credit in favor of the bond trustees for all of the industrial development revenue bonds that we have issued. These letters of credit guarantee principal and interest payments to the bondholders. We currently have irrevocable letters of credit outstanding totaling approximately \$12.4 million related to our outstanding industrial development revenue bonds. These letters of credit have varying terms but may be renewed at the option of the issuing banks.

Certain wholly owned domestic subsidiaries have guaranteed the indebtedness of Universal Forest Products, Inc. in certain debt agreements, including the Series 2002-A Senior Notes and our revolving credit facility. The maximum exposure of these guarantees is limited to the indebtedness outstanding under these debt arrangements and this exposure will expire concurrent with the expiration of the debt agreements.

Many of our wood treating operations utilize “Subpart W” drip pads, defined as hazardous waste management units by the EPA. The rules regulating drip pads require that the pad be “closed” at the point that it is no longer intended to be used for wood treating operations or to manage hazardous waste. Closure involves identification and disposal of contaminants which are required to be removed from the facility. The cost of closure is dependent upon a number of factors including, but not limited to, identification and removal of contaminants, cleanup standards that vary from state to state, and the time period over which the cleanup would be completed. Based on our present knowledge of existing circumstances, it is considered probable that these costs will approximate \$0.3 million. As a result, this amount is recorded in other long-term liabilities on December 26, 2009.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

We did not enter into any new guarantee arrangements during 2009 which would require us to recognize a liability on our balance sheet.

**P. CONSULTING & NON-COMPETE AGREEMENTS**

On December 17, 2007 we entered into a consulting and non-compete agreement with our former CEO which provides for monthly payments for a term of three years that will begin upon retirement from Universal Forest Products, Inc. The present value of the vested portion of the non-compete payments totaling approximately \$1.8 million and \$1.4 million at December 26, 2009 and December 27, 2008, respectively, is accrued in other liabilities.

On December 31, 2007 the former President of Universal Forest Products Western Division, Inc. retired as an employee of Universal Forest Products, Inc., and we entered into an agreement with him which provides for monthly payments for a term of three years. The present value of these payments totaling approximately \$0.4 million and \$0.6 million at December 26, 2009 and December 27, 2008, respectively, has been recorded in other liabilities.

**Q. SEGMENT REPORTING**

ASC 280, *Segment Reporting* (“ASC 280”) defines operating segments as components of an enterprise about which separate financial information is available that is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. Under the definition of a segment, our Eastern, Western and Consumer Products Divisions may be considered an operating segment of our business. Under ASC 280, segments may be aggregated if the segments have similar economic characteristics and if the nature of the products, distribution methods, customers and regulatory environments are similar. Based on this criteria, we have aggregated our Eastern and Western divisions into one reporting segment. Our Consumer Products Division, which was formed in 2006, is included in the “All Other” column in the table below. Our divisions operate manufacturing and treating facilities throughout North America.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

	2009			2008			2007		
	Eastern and Western Divisions	All Other	Total	Eastern and Western Divisions	All Other	Total	Eastern and Western Divisions	All Other	Total
Net sales to outside customers	\$1,567,639	\$105,361	\$1,673,000	\$2,130,437	\$101,957	2,232,394	\$2,405,830	\$107,348	\$2,513,178
Intersegment net sales	0	33,059	33,059	0	26,765	26,765	0	24,126	24,126
Interest expense	4,590	21	4,611	12,037	51	12,088	17,018	15	17,033
Amortization expense	5,746	2,562	8,308	6,983	2,814	9,797	5,331	2,703	8,034
Depreciation expense	30,405	2,512	32,917	34,656	2,914	37,570	36,347	3,200	39,547
Segment operating profit	38,884	3,933	42,817	21,310	(2,905)	18,405	48,399	5,093	53,492
Segment assets	718,361	73,316	791,677	746,335	69,684	816,019	864,546	92,454	957,000
Capital expenditures	14,695	909	15,604	18,409	535	18,944	37,571	1,789	39,360

In 2009, 2008, and 2007, 32%, 27%, and 26% of net sales, respectively, were to a single customer.

Information regarding principal geographic areas was as follows (in thousands):

	2009		2008		2007	
	Net Sales	Long-Lived Assets	Net Sales	Long-Lived Assets	Net Sales	Long-Lived Assets
United States	\$1,630,763	\$ 389,640	\$2,170,933	\$ 418,603	\$2,442,676	\$ 427,547
Foreign	42,237	18,688	61,461	16,508	70,502	28,928
Total	<u>\$1,673,000</u>	<u>\$ 408,328</u>	<u>\$2,232,394</u>	<u>\$ 435,111</u>	<u>\$2,513,178</u>	<u>\$ 456,475</u>

Sales generated in Canada and Mexico are primarily to customers in the United States of America.

The following table presents, for the periods indicated, our percentage of value-added and commodity-based sales to total sales.

	Value-Added	Commodity-Based
2009	59.4%	40.6%
2008	60.4%	39.6%
2007	60.5%	39.5%

Value-added product sales consist of fencing, decking, lattice, and other specialty products sold to the DIY/retail market, specialty wood packaging, engineered wood components, and “wood alternative” products. Engineered wood components include roof trusses, wall panels, and floor systems. Wood alternative products consist primarily of composite wood and plastics. Although we consider the treatment of dimensional lumber with certain chemical preservatives a value-added process, treated lumber is not presently included in the value-added sales totals. Commodity-based product sales consist primarily of remanufactured lumber and preservative treated lumber.

**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

The following table presents, for the periods indicated, our gross sales (in thousands) by major product classification.

	Years Ended		
	December 26, 2009	December 27, 2008	December 29, 2007
<b><u>Value-Added Sales</u></b>			
Trusses – site-built, modular and manufactured housing	\$ 202,916	\$ 365,155	\$ 489,970
Fencing	167,214	194,029	199,392
Decking and railing – composite , wood and other	155,700	167,722	179,707
Turn-key framing and installed sales	57,200	103,149	84,403
Industrial packaging and components	132,894	147,605	106,982
Engineered wood products (eg. LVL; i-joist)	35,386	57,631	87,588
Manufactured brite and other lumber	40,129	64,552	82,784
Wall panels	25,774	31,101	57,065
Outdoor DIY products (eg. stakes; landscape ties)	40,530	51,565	53,031
Construction and building materials (eg. door packages; drywall)	35,946	49,437	46,492
Lattice – plastic and wood	46,442	43,895	46,523
Manufactured brite and other panels	28,422	34,326	42,793
Siding, trim and moulding	20,275	28,879	38,098
Hardware	11,828	15,134	15,746
Manufactured treated lumber	12,597	14,354	8,066
Manufactured treated panels	2,991	4,904	3,637
Other	134	459	6,915
<b>Total Value-Added Sales</b>	<b>1,016,378</b>	<b>1,373,897</b>	<b>1,549,192</b>
<b><u>Commodity-Based Sales</u></b>			
Non-manufactured brite and other lumber	254,768	384,268	454,445
Non-manufactured treated lumber	298,291	345,211	378,240
Non-manufactured brite and other panels	116,753	138,448	149,643
Non-manufactured treated panels	21,373	24,534	24,947
Other	4,802	7,833	5,018
<b>Total Commodity-Based Sales</b>	<b>695,987</b>	<b>900,294</b>	<b>1,012,293</b>
<b>Total Gross Sales</b>	<b>1,712,365</b>	<b>2,274,191</b>	<b>2,561,485</b>
Sales allowances	(39,365)	(41,797)	(48,307)
<b>Total Net Sales</b>	<b>\$ 1,673,000</b>	<b>\$ 2,232,394</b>	<b>\$ 2,513,178</b>



**UNIVERSAL FOREST PRODUCTS, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED**

**R. QUARTERLY FINANCIAL INFORMATION (UNAUDITED)**

The following table sets forth selected financial information for all of the quarters, each consisting of 13 weeks) during the years ended December 26, 2009 and December 27, 2008 (in thousands, except per share data):

	First		Second		Third		Fourth	
	2009	2008	2009	2008	2009	2008	2009	2008
Net sales	\$361,722	\$489,512	\$514,945	\$708,485	\$457,768	\$610,744	\$338,565	\$423,653
Gross profit	46,821	54,820	82,485	84,878	69,263	64,650	44,182	49,853
Net earnings (loss)	(1,163)	(4,402)	16,455	12,177	10,260	(1,764)	(807)	(551)
Net earnings								
(loss) attributable to controlling interest	(1,207)	(4,576)	16,088	11,663	10,054	(1,951)	(663)	(793)
Basic earnings								
(loss) per share	(0.06)	(0.24)	0.84	0.61	0.52	(0.10)	(0.03)	(0.04)
Diluted earnings								
(loss) per share	(0.06)	(0.24)	0.83	0.61	0.51	(0.10)	(0.03)	(0.04)

**S. SUBSEQUENT EVENTS**

Subsequent events have been evaluated through our filing date of February 23, 2010.

On February 1, 2010, an approved stock grant was made for certain employees and independent directors which will grant shares of common stock immediately upon the satisfaction of certain terms and conditions. We estimate that we will recognize total expense of approximately \$2.5 million over the next five years for this grant.

## PRICE RANGE OF COMMON STOCK AND DIVIDENDS

Our common stock trades on The Nasdaq Stock Market (“NASDAQ”) under the symbol UFPI. The following table sets forth the range of high and low sales prices as reported by NASDAQ.

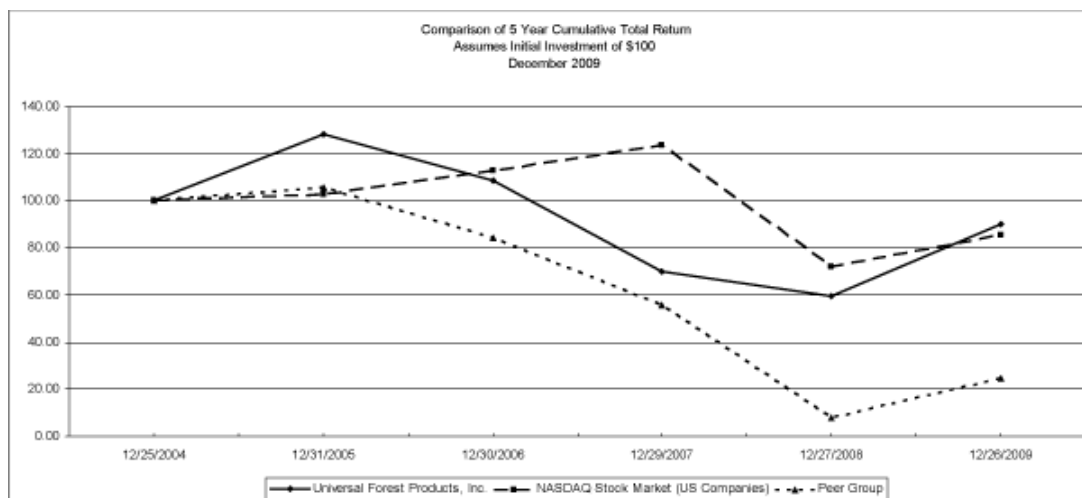
Fiscal 2009	High	Low	Fiscal 2008	High	Low
Fourth Quarter	42.32	34.00	Fourth Quarter	34.91	14.61
Third Quarter	47.78	30.24	Third Quarter	37.37	23.35
Second Quarter	37.50	25.53	Second Quarter	35.80	29.20
First Quarter	29.98	19.01	First Quarter	37.35	26.26

There were approximately 1,130 shareholders of record as of January 31, 2010.

In 2009, we paid dividends on our common stock of \$0.060 per share in June and \$0.200 per share in December. In 2008, we paid dividends on our common stock of \$0.060 per share in June and December. We intend to continue with our current semi-annual dividend policy for the foreseeable future.

## STOCK PERFORMANCE GRAPH

The following graph depicts the cumulative total return on the our common stock compared to the cumulative total return on the indices for The Nasdaq Stock Market (all U.S. companies) and an industry peer group we selected. The graph assumes an investment of \$100 on December 25, 2004, and reinvestment of dividends in all cases.



The companies included in our self-determined industry peer group are as follows:

Bluelinx Holdings Inc.  
Builders FirstSource, Inc.

Champion Enterprises, Inc.  
Louisiana-Pacific Corp.

The returns of each company included in the self-determined peer group are weighted according to each respective company's stock market capitalization at the beginning of each period presented in the graph above. In determining the members of our peer group, we considered companies who selected UFPI as a member of their peer group, and looked for similarly sized companies or companies that are a good fit with the markets we serve.

## Directors and Executive Officers

### BOARD OF DIRECTORS

---

William G. Currie  
Chairman of the Board  
Universal Forest Products, Inc.

Michael B. Glenn  
President and Chief Executive Officer  
Universal Forest Products, Inc.

Dan M. Dutton  
Chairman of the Board  
Stimson Lumber Co.

John M. Engler  
President and Chief Executive Officer  
National Association of Manufacturers

John W. Garside  
President and Treasurer  
Woodruff Coal Company

Gary F. Goode, CPA  
Chairman  
Titan Sales & Consulting, LLC

Mark A. Murray  
President  
Meijer, Inc.

William R. Payne  
Chief of Staff  
Alticor, Inc.

Louis A. Smith  
President  
Smith and Johnson, Attorneys, P.C.

Bruce A. Merino

### EXECUTIVE OFFICERS

---

Michael B. Glenn  
Chief Executive Officer

Patrick M. Webster  
President and Chief Operating Officer

Michael R. Cole  
Chief Financial Officer and Treasurer

Robert D. Coleman  
Executive Vice President Manufacturing

C. Scott Greene  
President  
UFP Southern Division

Richard C. Frazier  
President  
UFP Western Division

Robert W. Lees  
President  
UFP Northern Division

Ronald G. Klyn  
Chief Information Officer

Matthew J. Missad  
Executive Vice President and Secretary

Joseph F. Granger  
Executive Vice President of Sales and Marketing

Michael F. Mordell  
Executive Vice President of Purchasing

## **Shareholder Information**

### **ANNUAL MEETING**

The annual meeting of Universal Forest Products, Inc. will be held at 8:30 a.m. on April 14, 2010, at 2880 East Beltline Lane NE, Grand Rapids, MI 49525.

### **SHAREHOLDER INFORMATION**

Shares of the Company's stock are traded under the symbol UFPI on the NASDAQ Stock Market. The Company's 10-K report, filed with the Securities and Exchange Commission, will be provided free of charge to any shareholder upon written request. For more information contact:

Investor Relations Department  
Universal Forest Products, Inc.  
2801 East Beltline NE  
Grand Rapids, MI 49525  
Telephone: (616) 364-6161  
Web: [www.ufpi.com](http://www.ufpi.com)

### **SECURITIES COUNSEL**

Varnum, LLP  
Grand Rapids, MI

### **INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

Ernst & Young LLP  
Grand Rapids, MI

### **TRANSFER AGENT/SHAREHOLDER INQUIRIES**

American Stock Transfer & Trust Company serves as the transfer agent for the Corporation. Inquiries relating to stock transfers, changes of ownership, lost or stolen stock certificates, changes of address, and dividend payments should be addressed to:

American Stock Transfer & Trust Co.  
59 Maiden Lane  
New York, NY 10005  
Telephone: (718) 921-8210

### **UNIVERSAL FOREST PRODUCTS®, INC., CORPORATE HEADQUARTERS**

2801 East Beltline NE  
Grand Rapids, MI 49525  
Telephone: (616) 364-6161  
Facsimile: (616) 364-5558

## UNIVERSAL FOREST PRODUCTS®, INC., AND ITS AFFILIATES

### Locations:

Arlington, TX  
Ashburn, GA  
Auburn, NY  
Auburndale, FL  
Bayamon, Puerto Rico  
Belchertown, MA  
Berlin, NJ  
Blanchester, OH  
Burleson, TX  
Burlington, NC  
Chaffee, NY  
Chandler, AZ  
Chesapeake, VA  
Clinton, NY  
Conway, SC  
Dallas, NC  
Durango, Durango, Mexico  
Eatonton, GA  
Elizabeth City, NC  
Emlenton, PA  
Englewood, CO  
Evans City, PA  
Fontana, CA  
Gordon, PA  
Grandview, TX  
Grand Rapids, MI  
Granger, IN  
Greene, ME  
Haleyville, AL  
Harrisonville, MO  
Hastings, MN  
Hillsboro, TX  
Houston, TX  
Hudson, NY  
Independence, OR  
Indianapolis, IN  
Janesville, WI  
Jefferson, GA  
Lacolle, Quebec, Canada  
Lafayette, CO  
Lansing, MI  
Liberty, NC  
Lodi, OH  
McMinnville, OR  
Medley, FL  
Minneota, MN  
Morristown, TN  
Moultrie, GA  
Muscle Shoals, AL  
New London, NC  
New Waverly, TX  
New Windsor, MD  
Parker, PA  
Pearisburg, VA  
Plainville, MA  
Prairie du Chien, WI  
Ranson, WV  
Riverbank, CA  
Riverside, CA  
Saginaw, TX  
Salisbury, NC  
San Antonio, TX  
Schertz, TX  
Sidney, NY  
Silsbee, TX  
Stockertown, PA  
Thornton, CA  
Turlock, CA  
Union City, GA

Warrens, WI  
White Bear Lake, MN  
Windsor, CO  
Woodburn, OR

**LIST OF REGISTRANT'S SUBSIDIARIES AND AFFILIATES**

<b>Subsidiary</b>	<b>Jurisdiction</b>
Advanced Component Systems LLC	Michigan
Aljoma Holding Company, LLC	Michigan
Aljoma Lumber, Inc.	Florida
Atlantic Building Professionals, LLC	Michigan
Caliper Building Systems, LLC	Michigan
D & L Framing, LLC (100% owned) 1	Nevada
D&R Framing Contractors, L.L.C. (50% owned) 1	Michigan
Euro-Pacific Building Materials, Inc.	Oregon
Euro-Pacific International Corp	Oregon
Great Lakes Framing, LLC (95% owned)	Michigan
Gulf Coast Components, LLC (50% owned) 1	Michigan
Indianapolis Real Estate LLC	Michigan
International Wood Industries, Inc.	California
Maine Ornamental, LLC	Michigan
Mid Atlantic Framing, LLC (95% Owned)	Michigan
Midwest Framing, LLC	Michigan
Pinelli Universal TKT, S. de R.L. de C.V. (50% owned) 1	Mexico
Pinelli Universal, S. de R.L. de C.V. (50% owned) 1	Mexico
PR Distribution, LLC	Michigan
Shawnlee Construction LLC (95% owned)	Michigan
Shepardville Construction, LLC (95% owned)	Michigan
Texas Framing, LLC	Michigan
Titan Foundations, LLC	Michigan
TKT Real Estate, S. de R.L. de C.V. (50% owned) 1	Mexico
Treating Services of Minnesota, LLC	Michigan
Tresstar, LLC	Michigan
U.F.P Mexico Holdings, S. de R.L. de C.V.	Mexico
UFP Atlantic, LLC	Michigan
UFP Belchertown, LLC	Michigan
UFP Berlin, LLC	Michigan
UFP Building Supply, LLC	Michigan
UFP Burleson, LLC	Michigan
UFP Eastern Division, Inc.	Michigan
UFP Eastern Holding Company, Inc.	Michigan
UFP Emlenton, LLC	Michigan
UFP Far West, LLC	Michigan
UFP Framing LLC	Michigan
UFP Framing of Florida, LLC	Michigan
UFP Great Lakes, LLC	Michigan
UFP Gulf, LLC	Michigan
UFP Houston, LLC	Michigan
UFP Insurance Ltd.	Bermuda
UFP Jefferson, LLC	Michigan
UFP Lafayette, LLC	Michigan
UFP Mid-Atlantic, LLC	Michigan
UFP New England Building Supply, LLC	Michigan



<b>Subsidiary</b>	<b>Jurisdiction</b>
UFP New Waverly, LLC	Michigan
UFP New Windsor, LLC	Michigan
UFP New York, LLC	Michigan
UFP Northeast, LLC	Michigan
UFP Parker, LLC	Michigan
UFP Purchasing, Inc.	Michigan
UFP Real Estate, Inc.	Michigan
UFP Riverbank, LLC	Michigan
UFP San Antonio, LLC	Michigan
UFP Southeast, LLC	Michigan
UFP Southwest, LLC	Michigan
UFP Tennessee, LLC	Michigan
UFP Thorndale Partnership (70% owned)	Canada
UFP Transportation, Inc.	Michigan
UFP Ventures II, Inc.	Michigan
UFP West Central, LLC	Michigan
UFP Western Division, Inc.	Michigan
UFP Western Holding Company, Inc.	Michigan
United Lumber & Reman, LLC (50% owned) 1	Michigan
Universal Consumer Products, Inc.	Michigan
Universal Forest Products of Canada, Inc.	Canada
Universal Forest Products of Modesto L.L.C.	Michigan
Universal Forest Products Reclamation Center, Inc.	Michigan
Universal Forest Products RMS, LLC	Michigan
Universal Forest Products Texas LLC	Michigan
Universal Forest Products, Inc.	Michigan
Universal Truss, Inc.	Michigan
Western Building Professionals of California II Limited Partnership	Michigan
Western Building Professionals of California, Inc.	Michigan
Western Building Professionals, LLC	Michigan

### **Exhibit 23—Consent of Independent Registered Public Accounting Firm**

We consent to the incorporation by reference in this Annual Report (Form 10-K) of Universal Forest Products, Inc. and subsidiaries of our reports dated February 23, 2010, with respect to the consolidated financial statements of Universal Forest Products, Inc. and subsidiaries, and the effectiveness of internal control over financial reporting of Universal Forest Products, Inc. and subsidiaries, included in the fiscal 2009 Annual Report to Shareholders of Universal Forest Products, Inc. and subsidiaries.

We also consent to the incorporation by reference in the Registration Statement file numbers 33-81128, 33-81116, 33-81450, 333-60630, 333-88056, 333-150345 and 333-156596 on Form S-8 related to various employee option and incentive stock plans and Registration Statement file number 333-75278 on Form S-3 of our reports dated February 23, 2010, with respect to the consolidated financial statements of Universal Forest Products, Inc. and subsidiaries and the effectiveness of internal control over financial reporting of Universal Forest Products, Inc. and subsidiaries, incorporated by reference in this Annual Report (Form 10-K) for the fiscal year ended December 26, 2009.

/s/ Ernst & Young LLP

Grand Rapids, Michigan  
February 23, 2010

**Universal Forest Products, Inc.****Certification**

I, Michael B. Glenn, certify that:

1. I have reviewed this report on Form 10-K of Universal Forest Products, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the Audit Committee of registrant's Board of Directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: February 23, 2010

/s/ Michael B. Glenn

Michael B. Glenn  
Chief Executive Officer and  
Principal Executive Officer

**Universal Forest Products, Inc.****Certification**

I, Michael R. Cole, certify that:

1. I have reviewed this report on Form 10-K of Universal Forest Products, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the Audit Committee of registrant's Board of Directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: February 23, 2010

/s/ Michael R. Cole

Michael R. Cole  
Chief Financial Officer,  
Principal Financial Officer and  
Principal Accounting Officer

**CERTIFICATE OF THE  
CHIEF EXECUTIVE OFFICER OF  
UNIVERSAL FOREST PRODUCTS, INC.**

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350):

I, Michael B. Glenn, Chief Executive Officer of Universal Forest Products, Inc., certify, to the best of my knowledge and belief, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350) that:

(1) The report on Form 10-K for the year ended December 26, 2009, which this statement accompanies, fully complies with requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in this report on Form 10-K for the period ended December 26, 2009 fairly presents, in all material respects, the financial condition and results of operations of Universal Forest Products, Inc.

UNIVERSAL FOREST PRODUCTS, INC.

Date: February 23, 2010

By: /s/ Michael B. Glenn  
Michael B. Glenn  
Its: Chief Executive Officer and  
Principal Executive Officer

The signed original of this written statement required by Section 906, or any other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to Universal Forest Products, Inc. and will be retained by Universal Forest Products, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.

**CERTIFICATE OF THE  
CHIEF FINANCIAL OFFICER OF  
UNIVERSAL FOREST PRODUCTS, INC.**

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350):

I, Michael R. Cole, Chief Financial Officer of Universal Forest Products, Inc., certify, to the best of my knowledge and belief, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. 1350) that:

(1) The report on Form 10-K for the period ended December 26, 2009, which this statement accompanies, fully complies with requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

(2) The information contained in this report on Form 10-K for the period ended December 26, 2009 fairly presents, in all material respects, the financial condition and results of operations of Universal Forest Products, Inc.

UNIVERSAL FOREST PRODUCTS, INC.

Date: February 23, 2010

By: /s/ Michael R. Cole

\_\_\_\_\_  
Michael R. Cole

Its: Chief Financial Officer,  
Principal Financial Officer and  
Principal Accounting Officer

The signed original of this written statement required by Section 906, or any other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to Universal Forest Products, Inc. and will be retained by Universal Forest Products, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.