



# Structural Building Components Association

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Dear SBCA members and colleagues,

SBCA has offered educational sessions and business management forums throughout the years on many topics from technical to safety to business development/marketing. Recently, it became clear to us that there is a need within our membership for a program where the focus is on the business owner/manager. We believe that periodic yet frequent (e.g., quarterly) forums between non-competing companies, on topics such as best business management practices, financial performance, labor and employment, asset management, comparative management metrics, etc., would provide a great deal of value to the SBCA membership. We are also seeking another place in our industry where camaraderie, business relationships and support within our group can grow.

Given this, we would like to build off of the “Business Solutions Groups” concept that was started a few years ago. The vision of the “Business Solutions Groups” was to provide common sense component manufacturer-oriented ideas, tactics and strategies for your business while creating a valuable support system and lasting industry friendships.

The plan in a nutshell is:

1. Form Groups comprised of non-competitors that can be more open to discussing specific ideas, strategies and business benchmarks.
2. Each Group will have a knowledgeable moderator.
3. Each Group will meet 3-4 times per year via **SBC Connection** (online meeting).
4. Each session will be single-issue focused and future topics will build upon one another.
5. A summit of all Groups will be held at BCMC so that everyone can meet and discuss issues face-to-face.

We have both been in the industry for a long time and neither of us has experienced the unfortunate economic circumstances most are faced with today. We are excited about SBCA’s Business Solutions Groups because we know they will fill a need in the industry. Through hardship, we can build character, and a platform that anticipates improved business opportunities. Many of us have diversified our businesses, and we have found creative solutions to keep ourselves moving forward. We need to draw upon the creative talent within the structural building components industry to exchange ideas, build strong relationships and prepare for the future.

We encourage you to fill out the survey and let staff know your thoughts on implementing the Business Solutions Groups concept.

Sincerely,

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