

BOARD MEETING AGENDA

Friday, October 21, 2016

8:30 – 10:00 am

Hilton Downtown

Knoxville, TN

Meeting Room: Cherokee Ballroom

Background

1. SBCA Mission Statement (**APPENDIX A**)
2. Antitrust Law & Conflict of Interest Policies (**APPENDIX B**)
3. Actions of a Committee Requiring a Motion (**APPENDIX C**)
4. SBCA Structure (**APPENDIX D**)
5. Roles and Responsibilities of SBCA Committees & Committee Membership Lists (**APPENDIX E**)
6. Responsibilities of SBCA’s Board of Directors (**APPENDIX F**)
7. *SBC Magazine* Advertisers (**APPENDIX G**)

Meeting Agenda

1. **Call to Order** – Jack Dermer 8:30 am
 - a) **Introductions, Sign-in Sheet and Opening Remarks** – Jack Dermer
 - b) **Review and Approve Minutes of August 2016 (EXHIBIT 1)** – Jack Dermer
 - c) **Review Agenda, Changes Needed?** – Jack Dermer
 - d) **Any Industry Issues Discussion Topics** – Jack Dermer
2. **BCMC Report** – Jay Halteman 8:35 am
3. **Treasurer's Report** – Jim Finkenhofer and Staff 8:50 am
 - a) Budget Critical Management
 - i) 2016 Year-to-Date Financials
 - ii) TPI/SBCA Cooperative Publications Agreement

BCSI-Related Revenue	Minimum Amount Agreed to with TPI Jan-Dec	2016 Sales YTD (August)	2015 Sales YTD	2014 Sales YTD	2013 Sales YTD	2012 Sales YTD	2011 Sales YTD	2006 Sales YTD	2005 Sales YTD
TPI 50% Gross Margin	\$249,017	\$165,435	\$151,569	\$150,323	\$133,866	\$128,604	\$105,010	\$273,509	\$277,904
SBCA 50% Gross Margin	\$249,017	\$165,435	\$151,569	\$150,323	\$133,866	\$128,604	\$105,010	\$273,509	\$277,904
Total Gross Margin	\$498,033	\$303,138	\$330,870	\$300,646	\$267,732	\$257,208	\$210,020	\$547,018	\$555,808
Total Tags	9,407,600	4,245,000	4,656,000	4,464,000	3,528,000	3,007,000	2,754,000	10,444,000	9,244,000
Total Brochure Pages	7,271,402	5,231,971	4,778,993	4,703,267	4,269,947	4,270,409	3,387,025	8,681,764	9,282,096

- b) Financial Review
 - i) 2016 Year-to-Date Operations Report
- c) Treasurer Financial Policy Recommendations (if any)
- d) Staff's Management Recommendations (if any)
- e) Approve Treasurer's Report
- 4. Chapter Council Approval** 9:00 am
 - a) Request from Montana Chapter to be a Council of SBCA rather than a separately organized Chapter – Jack Dermer
 - b) Board Approval
- 5. SBC Magazine Update – Staff** 9:05 am
- 6. Overview of Current Industry Topics – Jack Dermer and Staff** 9:10 am
- 7. National Framers Council Update – Ken Shifflett** 9:25 am
- 8. Industry Supplier Update Reports from Companies and Industry** 9:35 am
 - a) Thoughts from Attendees Representing Truss Plate, Connector and Cold-Formed Steel Supplying Industries
 - i) Alpine & Alpine/TrusSteel
 - ii) Eagle Metal
 - iii) MiTek, MiTek/Aegis & USP
 - iv) Simpson Strong-Tie
 - b) TPI Update – Steve Cabler & Mike Cassidy
 - c) Thoughts from Attendees Representing Lumber and EWP Supplying Industries
 - i) John Branstetter
 - d) Input from other suppliers in attendance
 - e) Raw material supply chain issues or trends affecting component manufacturers?
- 9. Old Business – Jack Dermer** 9:50 am
- 10. New Business – Jack Dermer** 9:55 am
- 11. Adjournment – Jack Dermer** 10:00 am

APPENDIX A

Mission Statement

What We Are...

Structural Building Components Association (SBCA)

SBCA is the information conduit for our membership to stay abreast of leading-edge marketplace issues. We disseminate this information through educational seminars, membership support, SBCA chapters and our industry publications.

Our Purpose...

We provide the services our membership needs to continue expanding the market share of all structural building components by promoting the common interests of those engaged in manufacturing trusses, wall panels and related structural components to ensure growth, continuity and increased professionalism, which will strengthen the structural building component manufacturing industry's influence.

What We Do...

- SBCA formulates policy that protects and advances the interests of its members by initiating and carrying out projects that address membership concerns and promote industry marketplace interests.
- SBCA acts as the voice of the structural building components industry to legislative, regulatory and standards-generating agencies.
- SBCA provides membership services, including addressing technical questions, serving members through the creation of various products and publications, and providing support to each SBCA committee.
- SBCA supports each of its chapters to enable our industry to put a human face on the structural building components industry.
- SBCA supports research, development and testing of structural building components - trusses, wall panels, and related structural components - to root the industry in sound engineering and improve the quality, efficiency and cost-effectiveness of our products, for the purpose of achieving greater product acceptance.

For Whom...

All structural building component businesses, material and equipment suppliers, and industry professionals.

Why...

SBCA desires to promote the consistent, safe, economic, and structurally sound design, construction and use of structural building components, thereby increasing their market penetration.

By successfully implementing its policies and serving the needs of its membership, SBCA will have the potential to make a significant difference on behalf of the entire structural building components industry.

APPENDIX B

Antitrust Law Policy

Throughout its history, SBCA has complied with the antitrust laws and is not subject to any consent decree, cease and desist order, or any other mandate or prohibition of any agency of government or any court with respect to the antitrust laws.

In order to assure continued compliance with both the letter and the spirit of the antitrust laws, participants in SBCA and the local chapters are reminded of the following important policy:

Although the antitrust laws do not preclude members of the SBCA from lawfully engaging in a great variety of collective activities, the antitrust laws do encompass certain conduct which is prohibited because it is unreasonable per se. The prime example is, of course, agreement with regard to price. Any conduct by competitors which has the purpose or effect of either raising, depressing, fixing, pegging, or stabilizing the price of a product or service is unlawful. Also, concerted action which may affect a price, including matters relating to production, terms and conditions of sale, the distribution of a product or the division of markets, is likewise prohibited by the antitrust laws.

Either an explicit or tacit understanding between competitors that could affect the price of products or operate to impede free and open competition is forbidden. In order to prove any such unlawful activity, it is not necessary that there be evidence of a formal agreement or understanding more often than not, such proof is circumstantial and a violation of the antitrust laws may be found because of a course of dealing between competitors or between members and their customers.

With regard to any SBCA meeting, there must never be **any discussion** among those attending or any formal or informal agreement of any sort, with respect to the following:

- Any price to be charged with respect to a product or service.
- Any allocation of markets or customers.
- Any coordination or cooperation with respect to bids or requests for bids.
- Terms or conditions of sale, including credit or discount terms.
- Distribution of products or services.
- Control of the production of any product or the level of production.
- Profit levels or profit margins.
- The basis for arriving at any price.
- The exchange of price information with respect to any specific customer.
- Any action which would unreasonably restrain trade.

The SBCA staff is regularly advised and reminded of principles of antitrust law as they have evolved and may affect the truss industry. The staff is alert to any discussion or topic which might result in a potential restraint of trade, and should any discussion arise at a meeting which might be construed as inappropriate, the staff has been instructed to alert those present that the particular topic under discussion should not be pursued further.

Conflict of Interest and Conflict of Interest Policy

Conflict of Interest

- “A situation in which a person has a duty to more than one person or organization, but cannot do justice to the actual or potentially adverse interests of both parties. This includes when an individual's personal interests or concerns are inconsistent with the best interests of a customer, or when a public official's personal interests are contrary to his/her loyalty to public business.”
- SBCA members are obligated to advise, in advance of any situation that might involve or appear to involve a conflict of interest, that they may be participating in activities where their duty to their company is in conflict with the policies of SBCA and the best interests of the Structural Building Component industry. By way of two examples;
 - A conflict of interest could exist if an engineer or company performing engineering services used truss design software (that was licensed to them through or by a component manufacturer) directly on behalf of a builder or general contractor to design trusses (for component manufacturers to then bid on) for a project or projects being constructed by such builder or general contractor—all of which would be in violation of the connector plate company's software license agreement and in contravention with SBCA's long standing truss design software policy.
 - A conflict of interest could exist if a company, working within industry committees, industry ANSI standards, task groups, etc., advocates for changes in policy, procedures, standards, engineering equations, testing, etc., where those changes lead to greater use of the products or services that said company provides.

APPENDIX C

ACTIONS OF A COMMITTEE REQUIRING A MOTION

POLICIES AND RESOLUTIONS

Questions that come up are: (1) what is a policy; (2) what is a resolution; (3) how are policies and resolutions different, and (4) what committee action requires a motion (which is a motion of the committee and if approved, is then submitted to the Board).

Policies:

The term "Policies" are not intended to be tightly defined, but instead to be highly flexible. They are usually a course or method of action selected by one of the committees and then approved by the Board. They help guide present and future decisions which in turn help to carry out a particular course of action. The goal through adopting policies is to establish a coherent set of decisions with a common long term objective affecting or relevant to the structural building component manufacturing industry.

An example of a policy is the "Component Design Software Products" policy that was first approved by the Component Manufacturers Roundtable, a SBCA Committee, in July of 2002. This policy was also approved by the Board. Since then it has been reviewed and reaffirmed by the Board in both 2012 and 2014.

The policy reads:

The construction industry is not best served, and the component manufacturing industry will be harmed, if Software Products are leased to, sold to, licensed to or used by any person or entity that does not design, manufacture and sell components. The Software Products should therefore only be used by licensed component manufacturers for their own design, manufacturing and sale of structural components. Excluded from this policy would be any sale and design companies who sell and design components only for a particular component manufacturer under contract or any design companies who design components only for a particular component manufacturer under contract. In such cases the licenses to use the Software Products should contain appropriate restrictions.

Resolutions:

"Resolutions," as compared to policies, are a formal expression of opinion or will of a committee or the Board agreed to by a vote of such committee or Board. A resolution usually settles or resolves an issue. A resolution is a decision to do or not do something.

1. All new policies or any policy modifications should be approved by a committee by motion and submitted to the Board for consideration.
2. Any resolution should be approved by a committee by motion and submitted to the Board for consideration. Remember that resolutions are substantive-they usually resolve some issue and involve a decision to do something.
3. Resolutions are not to be confused with tasks, which are essentially a piece of work assigned to someone such as SBCA staff to undertake, and are a method to achieve the existing priorities that have been defined by the Committee. Certainly any activity of a committee which has SBCA budget or financial implications should be viewed as a resolution.

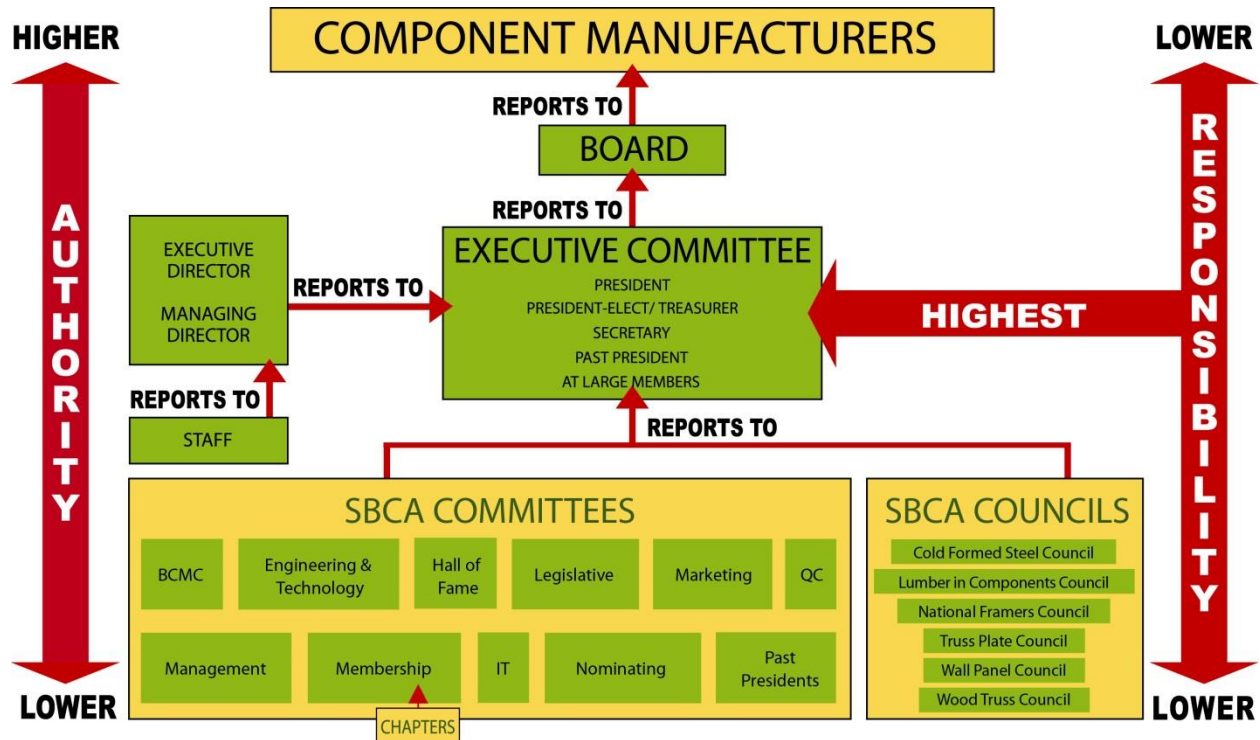
An example of a resolution is that past presidents will be offered complimentary member status upon retirement, which resolution was approved by the Executive Committee in March, 2002. The resolution was also approved by the Board.

The resolution reads:

Committee: Executive

Upon retirement from the industry, or upon ceasing to be in the employ of a member company, the past presidents will be offered a complimentary member status and a complimentary invitation to the BCMC. In addition, all past presidents shall receive emeritus member status, which shall include non-voting status and lifetime board membership status.

APPENDIX D



APPENDIX E

Roles and Responsibilities of SBCA Committees & Committee Membership Lists

The most important roles of every Committee include:

- Bringing ideas and focus to what goals and objectives the committee should accomplish for the year.
- Helping to develop and prioritize the tasks to be accomplished.
- From these priorities, help define an implementation strategy.
- From this strategy, help define the SBCA budget for the year.
- Assist and mentor staff in making progress on the committee strategy.

MANAGEMENT COMMITTEE

Roles and Responsibilities:

- Make recommendations to the Board on various management (i.e. risk, insurance, financial performance, wage and benefit, etc.) policies.
- Help bring forward ideas to assist in formulating or changing existing management policy.
- Team up with/support staff to implement approved management policy.
- Team up with/support staff to achieve management goals and objectives.
- Work with staff on the various industry support tools such as seminars, documents, management resource materials, online training/certification, etc. whose goal is to add value to all component manufacturer businesses and enhance the professionalism of the industry.

Management Committee Chair Roles and Responsibilities:

- Help implement management policy, goals and objectives by mentoring and supporting staff.
- Monitor, advise and offer direction concerning key committee activities.
- Provide a business perspective on how management issues affect component manufacturers and help develop any needed action plans.
- Preside at all meetings of the Management Committee.
- Report at Board meetings on the policy motions of the Management Committee.

MARKETING COMMITTEE

Roles and Responsibilities:

- Make recommendations to the Board on various association marketing policies.
- Help bring forward ideas to assist in formulating or changing existing marketing policy.
- Team up with/support SBCA staff to implement approved marketing policy and achieve SBCA's marketing goals and objectives.
- Team up with/support SBCA staff to achieve SBCA's marketing goals and objectives.
- Help contact exhibitors/advertisers and potential exhibitors/advertisers for BCMC and *SBC Magazine*.
 - Work with staff on developing a contact list and contacting potential exhibitors and advertisers. Work with staff to make calls.
- Provide staff feedback on calls made and comments made so that we can refine marketing strategies.
- Call current exhibitors/advertisers during the year and/or stop by their booth at BCMC.
 - Thank them for their support of BCMC/SBC Magazine and the industry work that we can get accomplished due to their participation.
 - Provide feedback from these conversations to help ensure that BCMC/SBC Magazine is providing meaningful value to each exhibitor/advertiser.
 - If they are exhibitors but not advertisers provide feedback on why this is the case and how we can make advertising more attractive.
- Help promote BCMC attendance to all component manufacturers during the year. Promote BCMC attendance at each chapter meeting.
 - Provide feedback on how we can make attending BCMC more valuable to all component manufacturers.

Marketing Committee Chair Roles and Responsibilities:

- Help implement marketing policy, goals and objectives by mentoring and supporting staff.
- Monitor, advise and offer direction concerning key committee activities.
- Work with staff to encourage committee members to make calls to current and potential advertisers and exhibitors.
- Work with the staff and the treasurer on product pricing.
- Provide a CM perspective on the products and services that component manufacturers need SBCA to provide.
- Provide a CM perspective on the value of these products to all component manufacturers.
- Help refine the marketing plan.
- Preside at all meetings of the Marketing Committee.
- Report at Board meetings on the policy motions of the Marketing Committee.

MEMBERSHIP COMMITTEE

Roles and Responsibilities:

- Make recommendations to the Board on various membership policies.
- Help bring forward ideas to assist in formulating or changing existing membership policy with the focus on membership growth and unity of purpose.
 - Team up with/support staff to implement approved membership policy.
 - Team up with/support staff to achieve membership goals and objectives.
- Work within SBCA Chapters to develop good membership communication and a strong grass roots organization that will help us serve all members better.
- Assist with updating SBCA component manufacturer non-member database.
- Help contact members and non-members to become more knowledgeable about SBCA.
 - Encourage involvement with our association team (committees, chapters and staff) to provide perspective on industry projects.
 - Provide staff feedback on calls and comments made to help refine membership committee strategies.
- Help promote Regional Workshop & Conference and BCMC attendance to all component manufacturers during the year.
 - Promote attendance at these functions at each chapter meeting.
 - Provide feedback on how we can make attending the Regional Workshop & Conference and BCMC more valuable to all component manufacturers.

Membership Committee Chair Roles and Responsibilities:

- Help implement membership policy, goals and objectives by mentoring and supporting staff.
- Monitor, advise and offer direction concerning key committee activities.
- Provide a member's perspective on membership programs and how to best serve members.
- Encourage committee members to make calls to current and potential members.
- Help strengthen and support Chapters.
- Help promote Regional Workshop and BCMC attendance.
- Preside at all meetings of the Membership Committee.
- Report at Board meetings on the policy motions of the Membership Committee.

QUALITY CONTROL COMMITTEE

Roles and Responsibilities:

- Make recommendations to the Board on various quality control policies.
- Help bring forward ideas to assist in formulating or changing existing quality control policy.
 - Team up with/support staff to implement approved quality control policy.
 - Team up with/support staff to achieve quality control goals and objectives.
- Team up with/support SBCA staff to implement SBCA approved quality control policy and achieve SBCA's quality control goals and objectives.
- Work with TPI's Technical Advisory Committee on ANSI/TPI 1 quality standard issues.
- Provide feedback on implementation of the in-plant quality control processes and the use of **In-Plant WTCA QC**.
- Provide feedback on how to improve in-plant QC to ensure that we are meeting membership needs.

Quality Control Committee Chair Roles and Responsibilities:

- Help implement quality control policy, goals and objectives by mentoring and supporting staff.
- Monitor, advise and offer direction concerning key activities.

- Provide a business perspective on how quality management issues affect component manufacturers and help develop any needed action plans.
- Preside at all meetings of the Quality Control Committee.
- Report at Board meetings on the policy motions of the Quality Control Committee.

APPENDIX F

Responsibilities of SBCA's Board of Directors:

1. Personally hold and support the **VISION** of the organization.
2. Explicitly address fundamental **ORGANIZATIONAL VALUES**. (*The essence of what the organization believes, the relative importance of certain principles, what it stands for, and how it works rather than its words.*)
3. Force and view issues from an **EXTERNAL FOCUS** point of view.
4. Enable an **OUTCOME DRIVEN** organizing system.
5. Separate **LARGE ISSUES** from small.
6. Force **FORWARD THINKING**.
7. Enable **PRODUCTIVITY**. (*The Board should lead, not simply react.*)
8. Facilitate **DIVERSITY** and **UNITY**.
9. Define **RELATIONSHIPS** to relevant constituencies.
10. Define a common basis for **DISCIPLINE**. (*Sticking to the Board's responsibilities, being decisive without being impulsive and keeping discussion to the point.*)
11. Delineate the Board's **ROLE** on the **ISSUES**.
12. Determine what **INFORMATION** is needed.
13. **BALANCE** overcontrol and undercontrol. (*The Board must not spend time on the trivial but it should expect staff accountability in managing association affairs.*)
14. Use Board time **EFFICIENTLY**.

*Summarized from *Boards that Make a Difference*, John Carver (emphasis added)

SBCA Bylaws

12. DUTIES, RESPONSIBILITIES, AND ACCOUNTABILITY OF ALL DIRECTORS.

All Directors shall meet certain standards of conduct and attention to his/her responsibilities to the Association including:

- (a) Exercising due care in all dealings with the Association and its interests. This includes careful oversight of financial matters and reading of minutes and Association Policies, attention to issues that are of concern to the Association and raising questions whenever there is something that seems unclear or questionable;
- (b) Avoiding conflicts of interest, including the appearance of conflicts of interest. This includes personal conflicts of interest or conflicts with other organizations with which a Director is a member. The Association recognizes however that Directors employed by Associate Members may find themselves at times in a position where their interests are not perfectly aligned with Directors employed by Regular Members and in those instances such Directors employed by Associate Members shall clearly identify areas of potential conflict of interest prior to taking action with respect to the Association in their positions as Directors; and
- (c) Obedience to the Association's central purposes must guide all decisions. Directors must also ensure that the Association functions within all legal requirements and its own Bylaws and Association Policies.

Additionally, all Directors employed by Regular Members shall (i) Use reasonable efforts to implement Association Policies; (ii) Contribute to future Association policy formation process by offering opinions, discussion and drafts of new policies or policy modifications; (iii) Use reasonable efforts to develop and strengthen, through the Association Policies, practices, products and services, the structural building components industry; (iv) Assist in the mentoring of Association staff through providing industry knowledge; (v) Communicate with and seek the assistance and expertise of the Association and its staff regarding issues and activities locally and regionally concerning industry matters pertaining to legislation and regulation, building codes, engineering practices and requirements, education/training opportunities, industry risk issues, insurance, or the quality or fire performance of structural building components; and (vi) Report to the Association on Chapter and Chapter Incorporated Associations activities, policies, meetings and undertakings.

APPENDIX G

SBC Magazine Advertisers

Gold Program

Alpine
Clark Industries, Inc.
Eagle Metal Products
Eide
Integrated Stealth Technology
Lakeside Trailer Manufacturing, Inc.
MiTek
Precision Equipment Mfg
Simpson Strong-Tie Co.
Wood Truss Systems, Inc.

Silver Program

Hundegger USA, L.C.
Pennsylvania & Indiana Lumbermens Mutual Insurance Companies

Bronze Program

Composite Panel Systems LLC
Merrick Machine/Triad Manufacturing
Rhino Steel Corporation
Sundial Software, LLC
Truss Assembly Templates
Vecoplan Midwest, LLC
Vecoplan, LLC
Wasserman & Associates, Inc.

SBC Housing Starts Online Sponsorship

Wasserman & Associates, Inc. (monthly, primary position for 2016)
Secondary position is open

SBC “On the Newstand” Online Sponsorship

Alpine (9x per year, primary position for 2016)
Hundegger USA, L.C. (9 issues, secondary position for 2016)

SBC Industry News Online Sponsorship

Eide (sole advertiser for 2016 - 2 ads per week)

***SBC Magazine* Digital Edition Presentation Page Sponsorship**

MiTek (3 issues)

BOARD MEETING MINUTES
Thursday, August 11, 2016
Providence, RI

Opening Remarks

Jess Lohse opened the meeting at 8:01 a.m. Introductions were made around the room and the SBCA Anti-Trust Statement was circulated and signed by all meeting attendees, thereby acknowledging the SBCA anti-trust policies in effect.

Attendance

Board Members in Attendees: Dallas Austin, Keith Azlin, Michael Balliet, Steve Cabler, Jack Dermer, Barry Dixon, Jim Finkenhofer, Gene Frogale, David Green, Greg Griggs (via SBC Connection), Joe Hikel, Dan Holland (for Kelly LaBlance), Paul Johnson (for Eric James), Jess Lohse, Dave Motter, Rick Parrino, Mike Ruede, Ken Shifflett, Steve Stroder, Steve Strom, Jeff Taake, Scott Ward, Javan Yoder

Other CMs in Attendance: Dave Denoncourt, Matt Kral (via SBC Connection), Tim LaChapelle, Jeff Smith

Other Supplier Representatives in Attendance: April Burt, Mike Cassidy (via SBC Connection), Ben Hershey, Joe Kannapell, Mike Kozlowski, Kevin Kraft, Dick Marriott, Mike Martz, Shawn Overholtzer, Gregg Renner, Carl Schoening

Legal Counsel in Attendance: Kent Pagel

Staff in Attendance: Mindy Caldwell (via SBC Connection), Kirk Grundahl, Suzi Grundahl, Trish Kutz (via SBC Connection), Sean Shields, Jill Zimmerman

Past Meeting Minutes

Motion to approve the Board meeting minutes from May 2016. Motion by Mike Ruede. Second by Rick Parrino. Motion passed unanimously.

Nominating Committee Report

Rick Parrino reported the committee is currently communicating with prospective members to nominate to the Board for 2017. The ballot will go out in the next month to the membership for approval.

Treasurer's Report

Jack Dermer gave the Board an overview of the SBCA profit and loss statement. Overall, the budget is on target. Staff gave a review of the SBCA/TPI publication agreement and discussed how publication sales track with housing starts.

Motion to approve the Treasurer's Report. Motion by Carl Schoening. Second by Paul Johnson. Motion passed unanimously.

BCMC Report

Jess provided a report on behalf of Jay Halteman. He provided current exhibitor and attendee registration statistics and an overview of planned sessions.

Jess gave an update on BCMC Build. SBCA continues to partner with Operation Finally Home (OFH), though they haven't been able to identify a recipient in Knoxville as of yet. Since the builder is hesitant to move forward with the project until the recipient is chosen, it was decided there isn't time to plan and have the volunteer labor build the weekend before BCMC this year. Once a recipient is chosen, the project will move forward, but it may not be built until next spring.

Jess then revisited the mission of OFH and the challenges of continuing to change their model to make it fit the BCMC schedule. There was a general discussion on how to leverage the chapters to get CMs involved in multiple projects throughout the year and still use BCMC Build as a fundraising tool to gather resources to assist in the projects that need it. It was suggested BCMC could be a time to recognize and honor all the recipients. Jess raised the point that the one thing that might be lost is the comradery of showing up to building something together.

SBC Magazine Update

Staff provided an update on *SBC Magazine*, *The Market Place* and SBC Industry News. Staff thanked the new program advertisers: Rhino Steel Corporation, Sundial Software and Merrick Machine/Triad Manufacturing.

SBCRI Update

Staff touched upon the current industry testing projects that SBCRI is involved in. In addition, there are a lot of opportunities for CMs and others in the construction industry to conduct proprietary testing. Staff also talked about the Technical Best Practices that SBCA has developed that bring everything from research to SBCRI testing together to address issues CMs are seeing in the marketplace.

Industry Supplier Updates

Truss Plate Manufacturers

Kevin Craft reported that the price of steel continues to increase, it's the highest it's been since 2012. Tariffs are contributing to a stalling of price increases, but it's hard to forecast what may happen going forward.

Carl Schoening added that in Q4 of 2016 and Q1 of 2017, it is possible increased demand will drive steel prices higher.

Dick Marriot advised they produced 1 million seals in a month recently, representing a lot of work growth for the industry. He said MiTek believes there will be steady growth for CMs going forward.

April Burt advised they see steel prices holding steady for the foreseeable future. They agree with MiTek that the future looks bright for CMs' business prospects.

Mike Cassidy reported the next TPI Technical Committee meeting will be December 7-8. They

are putting together work groups to look at top-chord bearing, t-bracing and multi-ply girder connections. The TPI 2 workgroup will meet again in the fall. The TPI 3 workgroup hasn't met recently, but they are aiming to put a final ballot out in the third quarter, or at least by the end of the year. He also reported their third-party inspection program is busy.

There was a brief discussion about the growing use of Doug-Fir MSR across the country. There was also a summary of design and production issues potentially associated with Doug-Fir, which is currently being investigated further. The comment was made it would be good to have more lumber representatives at future OQMs. A few members volunteered to reach out to LMC to ask them to send a representative to meetings as well.

National Framers Council

Kenny Shifflett thanked SBCA for its support of the NFC. He indicated there is a lot going on right now within the council. The newly revised FrameSAFE program is out into the market place and there are currently 56 subscribers. There is a lot of interest in membership among professional members and skilled subcontractors. NFC has representation in 44 states, and NFC has been concentrating on holding regional meeting to introduce NFC and the safety program to framers in those markets. The last meeting was in Jacksonville in June. The next meeting is August 30 in Madison, and future meetings are being scheduled in Colorado.

Kenny gave a brief overview of the California Framing Contractors Association and the ongoing talks exploring how to incorporate that established organization into the NFC. He also talked about recent discussions with the International Staple, Nail & Tool Association and opportunities to host joint safety trainings.

Kenny reported the Standards Committee is getting a lot of traction among large national suppliers. He shared a recent tour the group had at DuPont's facility in August and the good lines of communication being developed with these large suppliers.

There was then a discussion about the inspection checklist that is being developed to help framers mitigate construction defects and develop further clarity on the scope of work for each of the parties involved. NFC is also beginning work on version three of FrameSAFE to include emergency evacuation plans, confined spaces and adding all the additional Toolbox Talks.

Committee Reports

Marketing Committee

Greg Griggs gave a brief update on the Marketing Committee. SBC Magazine continues to grow and he thanked members of the Emerging Leaders for their work in reviewing advanced copies of each issue. Greg then reviewed changes and additions of the SBCA website and the increased number of tools now available to members, particularly the new topic compendium pages and the SBCA Best Practices. There was then a quick overview of the Framing the American Dream tools, including the online calculator, videos and infographics. There was a brief discussion on ways in which the calculator could be used proprietarily.

Management Committee

Javan Yoder gave an overview of the updated WorkForce Development webpage on the SBCA website to help CMs navigate through all the tools that have been developed for CMs to help them with their employment needs. There is also a new safety subcommittee to look at safety issues in the plant and to help update Operation Safety.

Membership Committee

Jim Finkenhoefer reported that the results of a recent member survey of SBCA products and services would be shared with the membership. There was a lengthy discussion on altering the mission and goals of chapters that currently aren't very active. There will likely be more regional Executive Leadership Summits to continue to engage CMs who don't normally participate in the boards quarterly meetings. Finally, Jim talked about how they are looking at utilizing BCMC to incentivize more CMs to join SBCA.

QC Committee

Scott Ward reported that the new online QC program continues to grow, with more CMs becoming certified under the program.

E&T Committee

Staff reported they have reviewed all the most recent code change proposals submitted within the 2018 model code development process.

IT Committee

There was no report.

Emerging Leaders Committee

Jess reported that the mentor program is now underway and appears to initially be working well. There are a few events being planned for BCMC and the group appears to be looking forward to getting together there.

SBC Roundtable Discussion

Jess and staff agreed the recent meetings between the Executive Committee and individual truss plate manufacturers has been very valuable in rekindling relationships that has been a missing piece for a long while. It was acknowledged that the interdependence and loyalty of CMs and TPMs is an important part of the industry and working on keeping those relationships

Old Business

Jack thanked Jess for his great leadership in guiding the association throughout the past year.

New Business

There was no new business.

Adjournment

Motion to adjourn. Motion by Carl Schoening. Second by Jim Finkenhoefer. Motion passed unanimously.

The meeting adjourned at 9:46 am.

/ss