



OPEN QUARTERLY MEETING SCHEDULE

August 6-8, 2019

Hyatt Regency Savannah

2 W Bay Street
Savannah, GA 31401

Date	Time	Meeting/Event	Location	Fee
Tuesday, August 6	1-3:30p	<u>Leadership Seminar: Building & Leading Great Teams</u>	Verelst/Percival/Vernon Meeting Rooms	N/A
	4-5p	Emerging Leaders Committee Meeting	Verelst/Percival/Vernon Meeting Rooms	N/A
	6-9p	Group Dinner Meet in the Hyatt Lobby at 6 pm and walk to the restaurant together. Dinner served at 6:30p.	Vic's on the River 26 East Bay Street Savannah, GA 31401 912-721-1000	\$75* for dinner
Wednesday, August 7	7-7:30a	Breakfast	Harborside East Ballroom	N/A
	7:30-8:30a	QC Committee	Harborside East Ballroom	N/A
	9-10a	Management Committee	Harborside East Ballroom	N/A
	10:30-11:30a	Membership Committee	Harborside East Ballroom	N/A
	11:30a-12:30p	Lunch	Harborside East Ballroom	N/A
	12:30-1:30p	Marketing Committee	Harborside East Ballroom	N/A

***Approximate cost shown. Attendees will be invoiced after the meeting.**

Date	Time	Meeting/Event	Location	Fee
Wednesday, August 7	2-3p	Industry Roundtable	Harborside East Ballroom	N/A
	3:30-5:30p	Team Building Event	Harborside West Ballroom	N/A
	6-9p	Group Dinner Meet in the Hyatt Lobby at 6 pm and walk to the restaurant together. Dinner served at 6:30p.	Chart House Restaurant 202 W Bay St Savannah, GA 31401	\$75* for dinner
Thursday, August 8	8:30-9a	Breakfast	Harborside East Ballroom	N/A
	9-11a	SBCA Board Meeting All are welcome!	Harborside East Ballroom	N/A

***Approximate cost shown. Attendees will be invoiced after the meeting.**



Open Quarterly Meetings 2020

Date

Location

February 26-28, 2020

**SBCA Open Quarterly Meeting
Trump National Doral Miami
4400 NW 87th Ave
Doral, FL 33178**

May 18-20, 2020

**SBCA Open Quarterly Meeting
The Greenbrier
101 W Main St
White Sulphur Springs, WV 24986**

August 4-6, 2020

**SBCA Open Quarterly Meeting
Sheraton Park City
1895 Sidewinder Dr.
Park City, UT 84060**

October 6-9, 2020

**BCMC & SBCA Board Meeting
Knoxville, TN**

EMERGING LEADERS COMMITTEE MEETING AGENDA

Tuesday, August 6, 2019

4:00 – 5:00 pm ET

**Hyatt Regency Savannah
Verelst/Percival/Vernon Meeting Rooms
Savannah, Georgia**

SBCA Emerging Leaders Committee Mission:

To give the next generation of leaders in the structural building components industry and in SBCA an opportunity to meet one another, build lasting relationships, learn from others who will share their experiences and gain a greater depth of knowledge of the industry and its trade association. The intent is to provide sustainability, growth and enthusiasm for members companies and the association.

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 (**APPENDIX E**)

1. **Call to Order** – Steve Stroder, Emerging Leaders Committee Chair

Emerging Leaders Committee Members: Steve Stroder (Chair), Jason Hikel (Vice Chair), Dallas Austin, Greg Dahlstrom, Jared Dix, Justin Groom, Joe Halteman, John Holland, Darryl Hooper, Dustin Johnson, Michael Kozlowski, Justin Richardson, Tasha Shifflett, Ashley Stroder, Bryan Sylvester, Brad Unruh, Jason Walsh, Jason Ward, Travis White

2. **Introductions, Sign-in Sheet and Opening Remarks** – Steve Stroder
3. **Review and Approve Minutes from June 2019 Emerging Leaders Committee Meeting and July 2019 Emerging Leaders Teleconference** (**EXHIBIT 1**) – Steve Stroder
4. **Review Agenda** – Steve Stroder
 - a. Are there other key issues we should place on the agenda or remove from the agenda?
5. **Leadership Development, Management Training & Teambuilding Activities for Members of EL Committee** – Steve Stroder & Jason Hikel
 - a. Debrief on this afternoon's training with Mike Kozlowski and Dolly Penland
 - i. Feedback?
 - b. Future event planning
 - i. Pursue planning an EL-led strategic vision roundtable for 2020 winter meeting in Miami?
 - ii. Other ideas/speakers to research/pursue?
6. **BCMC 2019 Activities Update** – Jason Hikel & Staff
 - a. Fundraising Games on the show floor: Final updates/discussion in follow up to July 10 teleconference

- i. Drive-a-Nail – should be all set
- ii. Top Chord Golf
 - Discussion on testing that was done by Jason H., Dallas, Jared and Greg using the truss plan from Dallas. Finalize how the truss will work and be placed for the game.
 - Name for the pin
- iii. Trike Races
 - Finalize sponsorship plan
 - Discuss course placement on show floor
 - Finalize prizes: medals for top 6 and cash prize for 1st place?
 - Other details to finalize?
- iv. Finalize cash prizes for ticket drawing from games based on prize money raised
- v. Volunteers to help run the games at the show – staff will send out a sign up sheet like last year

b. Casino Night

- i. Final updates/discussion

7. Scholarship Fund – Steve Stroder & Jason Hikel

- a. Promotions – how can we generate more applicants this year?
- b. Application Process – changes needed?

8. Workforce Development – Steve Stroder & Staff

- a. BCMC Breakout Session:

Kids of Today, Employees of Tomorrow: Best Practices for Developing a Local Workforce

Wednesday, October 23 • 9:30-10:30a

Speakers: Justin Richardson, Randy Rickels, Shawnee Gunnett

Emerging leaders in the industry are implementing successful workforce development initiatives and getting involved with their local schools to attract new employees to their companies. Walk away with strategies for how you can start conversations, foster relationships, and develop educational opportunities that will generate new leads and create long-term benefits for your company.

- c. Student Day at BCMC

- b. Curriculum/tools development

- i. Subcommittee: Ashley Stroder, Kyle May, Jason Hikel

9. Old Business – Steve Stroder

10. New Business – Steve Stroder

11. Adjournment – Steve Stroder

EMERGING LEADERS COMMITTEE MEETING MINUTES

Thursday, June 6, 2019

Fort Worth, TX

Call to Order

Steve Stroder, Emerging Leaders Committee Chair, called the meeting to order at 7:32 am. Steve introduced Jason Hikel as Co-Chair. Jason welcomed Justin Groom, Dustin Johnson, Tasha Shifflett, and Brad Unruh to the Committee. The antitrust and conflict of interest policy was recognized and all attendees noted its application to the meeting and acknowledged same in writing.

Attendance

Component Manufacturer in Attendance: Steve Stroder (via GTM), Darrin Adler, Dallas Austin, Matt Chilton, Greg Dahlstrom (via GTM), Josh Dermer, Jared Dix, Adam Freyenberger, Gene Frogale, Kevin Goebel, Don Groom, Justin Groom, Jason Hikel, John Holland, Darryl Hooper, Shawn Kelly, Carlin Mueller, Rick Parrino, Justin Richardson, Tasha Shifflett, Ashley Stroder, Steve Strom, Bryan Sylvester, Brent Timmermeyer, Brad Unruh, Jason Ward

Associate Members & Suppliers in Attendance: Scott Babin, John Branstetter, Joe Halteman, Marc James, Mike Johnson, Dustin Johnson, Mike Kozlowski, Scott McDonald, Julianne Rickers, Kim Ten Clay, Tim Warran

SBCA Staff: Molly Butz, Mindy Caldwell, Trish Kutz, Evan Protexter, Jill Zimmerman

Minutes

Review and approve minutes from the February 2019 Emerging Leaders Committee Meeting.

Motion to approve the minutes. Motion to approve by Jared Dix. Second by Jason Ward. Motion passed unanimously.

Leadership Development, Management Training & Teambuilding Activities for Members of EL Committee

The group discussed the leadership workshop that was held on Tuesday. The group agreed that format and the length of time from 1-4 pm was great. The puzzles were viewed to be a bit too difficult. Overall, the group believed the workshop was valuable.

Jason asked if the professional development sessions were something the group wanted to continue and what would be potential topics for future sessions. After a brief discussion, the group agreed to focus on the Predictive Index (PI) testing and have Mike Kozlowski lead the discussion in Savannah. One option for this session would be to have everyone participate in a PI test.

The group also agreed that it would be best to offer the professional development sessions on Tuesday afternoon at two OQMs each year, at the spring and summer meetings.

The Emerging Leaders also discussed having a smaller group of just the committee members to discuss where they thought the industry or association should be headed. They would then present their ideas to the larger group. It was also discussed that committee members could just lead a roundtable with a larger group of OQM attendees at a future meeting. The discussion regarding this idea should continue on their Slack channel.

BCMC 2019 Activities Update

Jason discussed the fundraising efforts for the scholarship fund on the show floor. The spirit of competition drives the fundraising efforts. The One Hit Wonder buttons last year were a big hit.

The Drive-a-Nail event will continue with the same format as last year. Jason Hikel will provide some barriers made of clear plexi to shield attendees from the nails. Steve Stroder will send a picture of a similar event from another show that used a safety feature. This feature was a large wood frame with plexi glass. Steve Stroder agreed to donate a \$300 prize again.

The Top Chord Golf event was discussed. The group liked the attic truss layout. They felt it would be best to lay the truss flat instead of setting it upright. Attendees will use a wiffle ball. The group also agreed that the pipe and drape from the show decorator will work perfectly for the backdrop/stop. Darrin Adler offered to have his local plant build the truss and test it. Each attendee will get 3 swings for \$5. The scores will be cumulative for all 3 swings. We will need a button for this event as well. Dallas Austin agreed to donate \$300 in prize money.

Justin Richardson, Jared Dix and Dallas Austin agreed to help sponsor the prize. There will be one prize for all the games.

Trike Races will be the third event at BCMC. The group agreed it was more beneficial to rent the trikes this year. The fees will be the same for each event at \$5/try. It was agreed to have sponsors for each trike and allow them to "dress up" the trike or participate.

The trike race could change each day. On Wednesday, the race could focus on getting individuals used to the trikes. On Thursday, the relay races could start. Some ideas presented were figure eights with some Minute-to-win-it Challenges added. We would need to spread out the events with the Bocce Ball and Bean Bag competitions on the show floor as well. The BCMC App can be used to promote the standings for the competitions each day. Staff will make a recommendation for where the track can run once the floor plan is underway for discussion at a future meeting.

Casino Night

Jason gave an update on the status of casino night. The group agreed to do a 50/50 raffle and also offer a trip to the OQM for the grand prize again.

Tim Warran stated MiTek would like to be a Premier Sponsor. Rick Parrino and Don Groom also agreed to sponsor the event and challenged everyone in the room to sponsor as well. There were several component manufacturers that agreed to sponsor as a result of this challenge. It was also discussed that it would be good to have a sponsorship goal in mind as it would be easier to solicit sponsorships. Staff explained all the proceeds will go to the scholarship fund and each year the expenses are a bit different. It depends largely on the casino night event company and catering expenses.

Workforce Development Activities

The group briefly discussed the workforce development activities at BCMC. There will be a BCMC Breakout Session and the speakers are Justin Richardson, Randy Rickels and Shawnee Gunnett.

We will continue to offer Student Day at BCMC. It was suggested to invite parents to accompany the students as well. Staff will update the Student Day page on the BCMC website to make it clear that parents are invited to attend.

There was also a brief discussion on the curriculum development that the subcommittee has been working on.

Old Business

There was no old business.

New Business

Jason encouraged everyone to volunteer for another SBCA Committee as this is a requirement for the Emerging Leaders.

There was a suggestion to put together a package for the new members of the Emerging Leaders Committee. This should be posted on the website as well. The package should include a mission statement for the committee and what SBCA is all about.

Adjournment

Jason called for a motion to adjourn. Motion to adjourn by Mike Kozlowksi. Second by Jared Dix. Motion passed unanimously.

The meeting adjourned at 8:42 am.

EMERGING LEADERS COMMITTEE TELECONFERENCE MINUTES

Wednesday, July 10, 2019

Call to Order

Jason Hikel, Emerging Leaders Committee Vice Chair, called the meeting to order at 2:01 pm. The antitrust and conflict of interest policy was recognized and all attendees noted its application to the meeting.

Attendance

Component Manufacturer in Attendance: Jason Hikel, Dallas Austin, Greg Dahlstrom, Jared Dix, Tasha Shifflett, Brad Unruh, Jason Ward

Associate Members & Suppliers in Attendance: Joe Halteman, Dustin Johnson

SBCA Staff: Mindy Caldwell, Jill Zimmerman

Review Agenda

Jason Hikel asked if there were other key issues we should place on or remove from the agenda. He stated he would like to have a outline developed on SBCA rules of order for meetings. Staff stated they will work on a document.

Update on Leadership Development Seminars

The group discussed the plan for the leadership seminar in Savannah. Dolly Penland and Mike Kozlowski will be working together on a presentation. Jason Ward also mentioned that he will be meeting with Dolly next week.

The group discussed future plans for leadership development seminars for the 2020 OQMs. They agreed to host these leadership seminars at the Spring (May) and Summer (August) OQMs. At the Winter (February) meeting, they are looking into planning a roundtable led by Emerging Leader Committee Members to discuss strategic visions for the industry. They will work on this plan for the roundtable after BCMC.

The Committee also discussed the roundtable in Fort Worth and agreed it was valuable to have these events widely attended with everyone at the OQMS and not just their Committee. It gives everyone a chance to hear different viewpoints and learn from each other.

BCMC 2019 Activities Update/Fundraising Games on the show floor

The group discussed the Drive-a-Nail game and agreed to keep everything the same as last year except make it safer. Jason Hikel is working on the safety feature and will bring it to BCMC.

The Emerging Leaders discussed the Top Chord Golf game. They would like to test the truss to make sure the design will be effective for the game. After a brief discussion, Dallas, Jason H., Jared and Greg offered to build the truss and test it at their plant. They will each video the testing and keep track of how many swings it takes to get in the top spot. The design will be finalized after review of the videos and discussion in Savannah.

Dallas will order wiffle balls and also bring the truss to Columbus. Jason Hikel will bring a chipping mat to the show. Dallas also mentioned he will paint the truss different colors to highlight the spaces and put netting behind the spaces. The group also decided they need a button with a golf background on it. They will work on brainstorming a creative tag line like One Hit Wonder.

As attendees are playing these games, they will earn tickets. All the tickets will go into one bin. The group has raised \$600 for the grand prize. They agreed to hand out multiple prizes using a sliding scale based on the total amount raised. At this point, they would hand out three prizes with the following amounts: \$300, \$200 and \$100.

The Committee discussed the trike race at length. They are looking into different sponsorship opportunities for the trikes. Some of the ideas presented were pit sponsors, lane sponsors, bike sponsors and event sponsors. Jason decided the committee could take this discussion to Slack to finalize and present the final proposal in Savannah. Staff mentioned they would need sponsors by September 1 in order to make signage for the show. The group would also like to purchase medals or trophies for the final trike race winners.

Casino Night

The group agreed Casino Night was in good shape and if possible it wouldn't hurt to get a few more sponsors. They agreed it was more important at this point to focus on the trike sponsorships.

Old Business

There was no old business.

New Business

Jason encouraged everyone to attend the meeting in Savannah on August 6.

Adjournment

Jason called for a motion to adjourn. Motion to adjourn by Brad Unruh. Second by Jared Dix. Motion passed unanimously.

The meeting adjourned at 3:10 pm.

QUALITY CONTROL COMMITTEE MEETING AGENDA

Wednesday, August 7, 2019

7:30-8:30 am

**Hyatt Regency Savannah
Harborside Ballroom
Savannah, GA**

Committee Purpose:

To implement, maintain, and continually improve an in-plant quality management program that yields process improvement information for trusses and wall panels via management of QC data and control charts.

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 (**APPENDIX E**)

Meeting Agenda

1. **Call to Order** – Scott Ward, QC Committee Chair
QC Committee Members: Scott Ward (Chair), Howard Gauger, Dan Holland, Rick Parrino, Jeff Smith
2. **Introductions, Sign-in Sheet and Opening Remarks** – Scott Ward
3. **Review and Approve Minutes of August 2018 QC Committee Meeting (EXHIBIT 1)** – Scott Ward
4. **Review Agenda** – Scott Ward
 - a. Are there other key issues we should place on the agenda or remove from the agenda?
5. **Digital QC Update** – Scott Ward and Staff
 - a. Select sites have program in-plant and are working on incorporating digital QC at plant
 - b. Control chart and QC documentation program currently being developed
 - i. Review and discussion of control chart concept
 - c. Digital QC tool update
6. **3rd Party QA Business via SBCRI-TPI Program** – Scott Ward and Staff
 - a. Q3 inspections underway
 - b. Program update article coming out soon
 - c. Annual accreditation visit coming up in November
 - d. Current 3rd Party QC participation status

- 7. In-Plant Certification Update** – Scott Ward and Staff
 - a. Current In-Plant QC participation status
- 8. Old Business** – Scott Ward
- 9. New Business** – Scott Ward
- 10. Adjournment** – Scott Ward

QC COMMITTEE MEETING MINUTES

Wednesday, February 27, 2019
San Diego, CA

Call to Order

Scott Ward, QC Committee Chair, called the meeting to order at 8:03 am. 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

Component Manufacturers: Darrin Adler, Dallas Austin, Keith Azlin, Josh Backer, Bill Blades, Bob Dayhoff, Greg Dahlstrom, Jack Dermer, Josh Dermer, Jared Dix, Larry Dix, Barry Dixon, Jim Finkenhoefer, Gene Frogale, Howard Gauger, JoAnn Gidley, Greg Griggs, Shawnee Gunnett, Randy Hansen, Jason Hikel, Joe Hikel, Paul Johnson, Steve Kennedy, Tom Kurowski, Kyle May, Carlin Mueller, Tim Noonan, Dean Rana, Justin Richardson, Mike Ruede, Kenny Shifflett, Jeff Smith, Phil Staples, Angie Stroder, Steve Stroder, Steve Strom, Bryan Sylvester, Jason Walsh, Jason Ward, Scott Ward, Josh Wright, Javan Yoder

Suppliers in Attendance: Darren Conrad, Mike Cassidy (online), Andreas Hojner, Bill Howard, Mike Johnson, Kevin Kraft, Norm McKenna, Scott McDonald, Scott Miller, Mike Ruede, Jr., Michael Schwitter, Steve Shrader

SBCA Legal Counsel: Kent Pagel

SBCA Staff: John Arne (online), Molly Butz, Mindy Caldwell, Ryan Dexter (online), Suzi Grundahl, Kirk Grundahl, TJ Jerke, Trish Kutz, Jess Lohse, Evan Protexter, Joe Schauer (online), Sean Shields, Jill Zimmerman

Review and Approve Minutes of August 2018 QC Meeting

Motion to approve the August 2018 QC Meeting minutes. Motion to approve by Joe Hikel. Second by Jeff Smith. Motion passed unanimously.

SBCA QC Certification Update

Scott talked about how he and staff have been working to revive the QC Committee and the QC program. There are currently 108 certified locations, which represents only about 15% of the membership. In defining terms, QC is what a CM does in the plant and quality assurance (QA) is done by a third party to verify QC checks are being done and the QC standard is being met.

Jess said that the current goal of In-Plant QC is to make inspection tools digital and easier to use so that the data collected can help CMs better measure and manage their process to address QC issues. Kirk shared how staff is currently working on creating a control chart for QC management to look beyond just the joint inspection process that has been traditionally been driven by the TPI standard. With more data, CMs will be able to more effectively drive business decisions and targeted improvements to the design, production and handling

processes.

Kenny Shifflett raised the issue of field of inspections and misunderstandings over the effect and impact of plate embedment. Often, these inspectors don't understand how individual joints are supposed to perform. The group then discussed contract provisions that may require certain plate specific embedment thresholds. There was agreement that there should be work done on creating a process for field re-inspections.

A discussion took place on how moisture conditions, handling, and construction loading that occurs on the jobsite (after the CM has turned over title to the components) is not information that is typically fed back to the CM. However the effects can lead to an investigation that pulls the CM back into the process later on to figure out what went wrong. There was a general discussion that there is enough anecdotal evidence that CMs need a solution to figure out how to get sign offs asserting there are no issues with the product at the time of delivery. Kent pointed out that if you are aware of an issue on the jobsite, construction loads for example, it's important to send a letter to the GC documenting the potential impact. The group also discussed a CM's exposure to risk and how BCSI and other documentation potentially helps mitigate that risk.

QC Joint Concept

Staff provided an update on the QC joint concept (a joint with a higher JSI) to create a way to easily gather truss quality information at designated stages: in the plant, arrival at the jobsite, post install, and during inspection by the building official. The group watched a video of one of the first tests conducted that confirmed this approach. The next step is following through on proof of concept through the manufacturing, shipping, and installation steps.

Plate Embedment Testing

Jess provided an update on the plate embedment testing SBCRI is undertaking.

Digital QC Update

The group discussed how the new digital QC approach can improve both the In-plant QC inspection process and the SBCRI proprietary QA approach. Scott asked why CMs who don't do SBCA's In-Plant QC program what the barrier is for implementing it. There was then a general discussion on various challenges. The benefits of the digital approach to inspections were then discussed and staff emphasized the importance of member participation to ensure the final approach meets everyone's needs.

The group then discussed what the final goal of improving our industry's QC inspection process is. The hope is to roll this program out by BCMC 2019.

Adjournment

Motion to adjourn. Motion by Mike Ruede. Second by Greg Griggs. Motion passed unanimously.

The meeting adjourned at 9:48 am.

/ss

MANAGEMENT COMMITTEE MEETING AGENDA

Wednesday, August 7, 2019

9:00 – 10:00 am

**Hyatt Regency Savannah
Harborside East Ballroom
Savannah, Georgia**

Committee Purpose

To make recommendations to the Board on various management tools such as seminars, documents, management resource materials, etc. that, when offered for use by the component manufacturing industry, will enhance the professionalism of the industry, inform the fabricator and create membership benefits for all SBCA members.

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 (**APPENDIX E**)

Meeting Agenda

1. **Call to Order** – Jeff Taake, Management Committee Chair
Management Committee Members: Jeff Taake (Chair), Jack Dermer, Tim Noonan, Rick Parrino, Justin Richardson, Mike Ruede, Steve Stroder, Jason Ward, Javan Yoder
2. **Introductions, Sign-in Sheet and Opening Remarks** – Jeff Taake
3. **Review and Approve Minutes of August 2018 Management Committee Meeting (EXHIBIT 1)** – Jeff Taake
4. **Review Agenda** – Jeff Taake
 - a. Are there other key issues we should place on the agenda or remove from the agenda?
5. **Current Insurance Marketplace Issues for CMs** – Jeff Taake, Kent Pagel, Richard Langton of Bowermaster and Staff
 - a. Review of Industry Data
 - b. Discuss Reviving the Approved Insurance Broker Program
 - i. Review Proposed Requirements
6. **Webinar Series Review and Future Topic Recommendations** – Jeff Taake
 - a. 2019 SBCA Webinar Series – Review of Recent Topics Covered and Member Participation – upcoming schedule and archive of past webinars:
sbcindustry.com/webinars

Date	Topic	Presenter	Attendance
May 21	Measuring Weather's Effect on Structural Members: An Overview of SBCA's Weathering Test Study	Evan Protexter	48
June 11	From Safety Committees to Safety Action Teams	Joe Wheatley	25
June 18	Risk Management Essentials: Monitoring Project Specifications & Plan Notes	Kent Pagel	19
June 25	Digital QC: An Overview of the Digital QC Concept and Project Status	Evan Protexter	41
July 9	President's Roundtable – An SBCA Update	Greg Griggs and Larry Dix	9
July 16	Growing Your Business with Social Media	Justin Donecker and TJ Jerke	16

- i. Recommendations from the Committee for Future Topics
- ii. Future Legal/Risk Management Topics Discussed Previously
 - Construction Defect Defense – Best Practices
 - Design Responsibilities – Best Practices
 - General CM Best Practices (e.g., use of cranes, installed sales/framing, etc.)
 - General Liability, Professional Liability Insurance Issues – Best Practices
 - A Business Considerations Primer on Putting your CM or LBM Business Up for Sale
 - Family Owned Business – Best Practices
 - HR and Employment – Best Practices
- 7. Component Connection Podcasts – Jeff Taake and Staff**
 - a. Introduced 2019
 - b. 2019 Series – Review of Topics Covered and Member Participation – upcoming schedule and archive of past webinars here: <https://www.sbcindustry.com/podcast>
 - c. Recommendations from the Committee for Future Podcasts
- 8. Benchmark Surveys – Jeff Taake and Staff**
 - i. Update on 2019 surveys
 - Financial Performance/Production Metrics Survey for 2018 conducted Q1 2019 (completed)
 - Wage and Benefit Survey for 2018 conducted Q2 2019 (in process)
 - Climate Survey Q4 2019
- 9. Key Management Topics from the Committee for future consideration – Jeff Taake**
- 10. Old Business – Jeff Taake**
- 11. New Business – Jeff Taake**
- 12. Adjournment – Jeff Taake**

MANAGEMENT COMMITTEE MEETING MINUTES

Wednesday, August 8, 2018
San Francisco, CA

Committee Purpose

The committee will make recommendations to the Board on various management tools such as seminars, documents, management resource materials, etc. that, when offered for use by the component manufacturing industry, will enhance the professionalism of the industry, inform the fabricator and create membership benefits for all SBCA members.

Call to Order

Jack Dermer, on behalf of Jeff Taake, called the meeting to order at 10:32 am and reminded the group of the anti-trust policy, which circulated with the sign-in sheet.

Attendance

Component Manufacturers in Attendance: Phil Adams, Dallas Austin, Steve Cottengim, Greg Dahlstrom, Jack Dermer, Josh Dermer, Larry Dix, Jared Dix, Barry Dixon, Justin Donecker, Jim Finkenhoefer, Gene Frogale, Greg Griggs, Josh Hendrickson, Jason Hikel, Joe Hikel, Steve Kennedy, Jim Ladner, Jess Lohse, Joseph Maez, Dave Motter, Rick Parrino, Justin Richardson, Mike Ruede, Jeff Smith, Steve Strom, Bryan Sylvester, Scott Ward, Jason Ward, Javan Yoder

Associate Members & Suppliers in Attendance: John Branstetter, April Burt, Roger Dankel, Joe Halteman, Roger Helgeson, Mike Johnson, Mike Koslowski, Kevin Kraft, Matti Lehtipuu, Mike Martz, Michael Marzy, Scott McDonald, Scott Miller, Gregg Renner, Michael Schwitter, Chris Scott, Mike Terbrock

Legal Counsel: Kent Pagel

SBCA Staff: Molly Butz, Mindy Caldwell, Kirk Grundahl, Suzi Grundahl, TJ Jerke, Evan Protexter, Sean Shields, Jill Zimmerman

Review and Approve Minutes of March 2018 Management Meeting

Motion to approve the March 2018 meeting minutes. Motion by Joe Hikel. Second by Greg Griggs. Motion passed unanimously.

Webinar Series

The committee briefly reviewed the webinar topics that have been covered recently and the topics that are scheduled before BCMC. All the past webinars are available for viewing from the registration page (sbcindustry.com/webinars). It was mentioned that construction defect litigation and professional liability are major topics of interest. The group discussed additional potential topics. One idea was to do a live QC inspection so everyone could see how it's done.

Workforce Development

Staff shared how the WFD promotional video by the Emerging Leaders was created last year for BCMC. Staff is currently working on a "Tree to Truss" video that gives an overview of how the industry makes its products that can be used in conjunction with the existing WFD video. There is also an extensive library of case studies on WFD activities CMs have engaged in. This can provide

ideas for new approaches for attracting more job applicants. Staff provided a summary of the recent work to forge a partnership between SBCA and JobCorps. Currently, they are focusing on putting together a pilot training program at the North Texas JobCorps to implement the Basic Training curriculum and give individuals going through that program a certification in truss production.

Health Insurance Update

Staff provided an update on the work currently being done to find potential opportunities to reduce health care costs for CM members. There has been a lot of movement on regulations concerning association health care plans. It may be a good time to look closely at options for SBCA creating its own AHP. The next step is to reach out to multiple insurance brokers to see what AHP options they might suggest for our industry. Staff stressed it was important, given past experience, to go slowly and work through all the potential barriers to participation. In addition, there have been discussions with Deke Lape at Mitchell Insurance to explore options he might be able to offer to CMs on a case-by-case business.

There was a call for subcommittee members to focus on this issue. Subcommittee members include Jason Ward as well as staff from Barry Dixon's (Kelly), Mike Ruede's, and Joe Hikel's companies.

Benchmark Surveys

Staff discussed the status of the surveys.

There was a general discussion on how external forces impact financial performance numbers. Focusing on lumber costs and transportation as an example, it becomes important to transparently communicate with customers on how and why component costs need to go up as raw material costs go up. Wage increases were also identified as having an increasingly major impact on operational success. They also talked about having to address the environmental conditions in the plant.

Barry Dixon asked the question if there was a way to come up with regional best practices that address everything from temperature management to ergonomic considerations. Discussion followed about considering a future plant improvement webinar series.

Old Business

No old business.

New Business

No new business.

Adjournment

Motion to adjourn. Motion by Mike Ruede. Second by Scott Ward. Motion passed unanimously.

The meeting adjourned at 11:26 am.

/ss

MEMBERSHIP COMMITTEE MEETING AGENDA

Wednesday, August 7, 2019
10:30-11:30 am ET

Hyatt Regency Savannah
Harborside East Ballroom
Savannah, Georgia

Committee Purpose

To advance the component industry through a united effort that can only be achieved by representing the entire industry through membership.

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 (**APPENDIX E**)

Meeting Agenda

1. **Call to Order** – Gene Frogale, Chair

Membership Committee Members: Gene Frogale (Chair), April Burt, Jack Dermer, Eric Eversgerd, Jim Finkenhoefer, Larry Dix, Dave Green, Joe Halteman, Eric James, Matt Layman, Joseph Maez, Mike Ruede

2. **Introductions, Sign-in Sheet and Opening Remarks** – Gene Frogale

3. **Review Agenda** – Gene Frogale

a. Are there other key issues we should place on the agenda or remove from the agenda?

4. **Review and Approve Minutes of February 2019 Membership Meeting**
(EXHIBIT 1) – Gene Frogale

5. **SBCA Membership Recruitment** – Gene Frogale

a. Outreach efforts

- i. How often to make calls (1x week)
- ii. Other team members who can help (Salespeople, etc.)
- iii. BCMC Recruitment Efforts
 - Initiative to engage suppliers in membership, BCMC exhibiting, and *SBC Magazine* Advertising

- 6. Regional Recruitment** – Gene Frogale & Staff
 - a. Identify Membership Committee members to support the committee regionally
 - i. Ideally, one CM and one Supplier per region
- 6. Recruitment of CMs by Suppliers**
 - a. Ongoing assistance from suppliers to update SBCA's database list would be helpful.
- 7. Changes to SBCA Website** – Gene Frogale & Staff
 - a. Digital Application Form
 - b. Member-only Resources
- 8. Member Login** – Gene Frogale & Staff
- 9. Top Chord Club**
 - a. Dinner at BCMC
 - b. Ideas for TCC recognition at various levels
- 10. SBCA Member Statistics (background)**
 - a. Member Counts
- 11. Old Business** – Gene Frogale
- 12. New Business** – Gene Frogale
- 13. Adjournment** – Gene Frogale

MEMBERSHIP COMMITTEE MEETING MINUTES

Wednesday, February 27, 2019
San Diego, CA

Committee Purpose

To advance the component industry through a united effort that can only be achieved by representing the entire industry through membership.

Call to Order

Gene Frogale, Membership Committee Chair, called the meeting to order at 12:46 pm. 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

Component Manufacturers: Darrin Adler, Keith Azlin, Josh Backer, Bill Blades, Jack Dermer, Larry Dix, Jim Finkenhoefer, Ellen Frogale, Gene Frogale, Howard Gauger, Greg Griggs, Roger Helgeson, Josh Hendrickson, Joe Hikel, Paul Johnson, Steve Kennedy, Tom Kurowski, Tim Noonan, Rick Parrino (online), Dean Rana, Mike Ruede, Kenny Shifflett, Jeff Smith, Jason Ward, Scott Ward, Javan Yoder

Suppliers in Attendance: Bill Howard, Kevin Kraft, Steve Shrader

SBCA Legal Counsel: Kent Pagel

SBCA Staff: Suzi Grundahl, Kirk Grundahl, TJ Jerke, Trish Kutz, Jess Lohse, Sean Shields

Review and Approve Minutes of August 2018 Membership Meeting

Motion to approve the minutes of August 2018 meeting. Motion by Greg Griggs. Second by Kenny Shifflet. Motion passed unanimously.

Membership Overview

Gene talked about his experience at the IBS show and an NAHB meeting that he attended that focused on recognizing membership recruitment. He shared how it spoke to him and encouraged him to focus on membership. Nationally as to SBCA there are 798 member locations and 1600 non-member locations. He unveiled a new regional membership map staff created to identify non-members to recruit.

Gene then talked through the effort to host regional meetings and offer non-members a good educational opportunity to show them the value of participating in the association. Gene acknowledged non-members probably need more “touches” to convince them to make the decision and join. His experience is that it wasn’t about the cost of dues, they were just too busy to participate. Larry Dix said that before he got involved with SBCA he didn’t recognize the value because he was focused on running his business and keeping his head down. Once he started participating he realized he could get help with real problems by learning from his peers.

Scott Ward made the point that it is hard to substitute face-to-face member recruiting. It's easy to say no to phone calls and emails. There was then a general discussion about how to get more involvement on the chapter level. It was also suggested the plate supplier sales reps could help CM recruiters get in the door.

Third Party QA Inspections

Gene talked about the ways SBCRI is operating the Third Party QA inspection program and how this could be used to help recruit additional membership. It was suggested that we try to identify the value you need to get in order to join the association. It was suggested to do a survey of non-members on what things would provide the most value.

Top Chord Club

Gene asked for ideas for reinvigorating this recruitment recognition program. What recognition would be meaningful for membership recruiters today? It was commented that recognition won't really turn non-recruiters into recruiters. However, the recruiters need recognition, so the question is how do you do it so it's meaningful. Some ideas followed:

- Recognize recruiters on social media and do a small profile on new members and highlight who recruited them.
- Recognize the recruiters as they hit milestones and tenure.
- Recognize recruiters at the kick-off meeting at BCMC.
- Look into having a non-member breakfast along with member recruiters and feature testimonials.
- Break up Industry News mailings between CY and CN. With the CN template, embed a YouTube video with testimonials on Facebook. Then measure how many look at something and then have that drive them to other videos.
- Set up a TPI subcommittee to engage their sales reps in helping to do the face-to-face recruiting.

Member Login

Gene brought up member versus non-member content. Staff reviewed the list of documents that are going to be moved behind a member login in the near future so that there is a definite value advantage for being a member. The general consensus was that materials on the website were unlikely to sway membership nearly as much as member/non-member pricing on BCMC and publications. The other real value is the face-to-face meeting and networking.

Adjournment

Motion to adjourn. Motion by Scott Ward. Second by Jeff Smith. Motion passed unanimously.

The meeting adjourned at 2:12 pm.

/ss

MARKETING COMMITTEE AGENDA

Wednesday, August 7, 2019
12:30-1:30 pm ET

Hyatt Regency Savannah
Harborside East Ballroom
Savannah, Georgia

Committee Purpose

The committee will promote the use of engineered floor, wall, and roof structural components in residential and commercial projects.

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 (**APPENDIX E**)
6. Responsibilities of SBCA's Board of Directors (**APPENDIX F**)
7. *SBC Magazine* Advertisers (**APPENDIX G**)
8. Industry News Articles Written by Staff (**APPENDIX H**)

Meeting Agenda

1. **Call to Order** – Greg Griggs, Marketing Committee Chair

Marketing Committee Members: Greg Griggs (Chair), Mike Callahan, Tom Christensen, Greg Dahlstrom, Jared Dix, Larry Dix, Barry Dixon, Eric Eversgerd, Joe Halteman, Darryl Hooper, Dustin Johnson, Kevin Kraft, Mike Martz, Gregg Renner, Justin Richardson, Wes Robbins, Mike Ruede, Michael Schwitter, Ken Shifflett, Steve Shrader, Cory St. Clair, Steve Stroder, Scott Ward, Javan Yoder

2. **Introductions and Opening Remarks** – Greg Griggs
 - a. Anti-Trust Law Policy – see Appendix A
3. **Review and Approve Minutes of February 2019 Marketing Committee Meeting** (**EXHIBIT 1**) – Greg Griggs
4. **Review Agenda** – Greg Griggs
 - a. Are there other key issues we should place on the agenda or remove from the agenda?
5. **Website Updates: Demo & Discussion** – Greg Griggs & Staff
 - a. **sbcindustry.com**
 - i. Demo new website design
 - Website navigation

- Homepage layout
 - Main landing page
 - Page layout
 - ii. Demo new functionality now available
 - Member landing pages
 - [Manage career opportunities](#)
 - b. **bestwaytoframe.com**
 - i. [Popup modal for elements](#)
 - ii. [Components in the News](#)
 - iii. Updated wall panel diagram (under construction)
 - iv. Truss Configurations webpage (under construction)
 - v. [Ask the Builder landing page](#)
 - vi. Visitor statistics
- 6. Marketplace Education – Greg Griggs & Staff**
- a. **Framer Education Modules**
 - i. Overview of current resources as they have evolved since the March presentations with framers in Texas
 - ii. Discussion: Next steps?
 - b. **Construction Industry Workflow Initiative**
 - i. Goal: Illustrate where components land in the construction workflow to emphasize the importance of components and the value of the information created by CMs, provide detail about various scopes of work, and reveal opportunities for CMs to better engage their supply chain partners.
 - sbcindustry.com/construction-industry-workflow-initiative
 - SBC Magazine and Industry News articles
 - ii. Discussion: Next steps?
- 7. Old Business – Greg Griggs**
- 8. New Business – Greg Griggs**
- 9. Adjournment – Greg Griggs**

MARKETING COMMITTEE MEETING MINUTES

Wednesday, February 27, 2019

San Diego, CA

Committee Purpose

The committee will promote the use of engineered floor, wall, and roof structural components in residential and commercial projects.

Call to Order

Greg Griggs, Marketing Committee Chair, called the meeting to order at 10:30 am. He passed around the antitrust and conflict of interest policy and introductions were made around the room.

Attendance

Component Manufacturers: Darrin Adler, Dallas Austin, Keith Azlin, Josh Backer, Bill Blades, Greg Dahlstrom, Jack Dermer, Josh Dermer, Jared Dix, Larry Dix, Barry Dixon, Gene Frogale, Howard Gauger, JoAnn Gidley, Greg Griggs, Shawnee Gunnett, Randy Hansen, Josh Hendrickson, Jason Hikel, Joe Hikel, Paul Johnson, Steve Kennedy, Tom Kurowski, Rhonda Leppert, Kyle May, Carlin Mueller, Tim Noonan, Dean Rana, Justin Richardson, Mike Ruede, Kenny Shifflett, Jeff Smith, Phil Staples, Steve Stroder, Steve Strom, Bryan Sylvester, Jason Walsh, Jason Ward, Scott Ward, Javan Yoder

Suppliers in Attendance: Darren Conrad, Andreas Hojner, Bill Howard, Mike Johnson, Norm McKenna, Scott Miller, Mike Ruede, Jr., Michael Schwitter, Steve Shrader

SBCA Legal Counsel: Kent Pagel

SBCA Staff: Molly Butz, Mindy Caldwell, Suzi Grundahl, Kirk Grundahl, TJ Jerke, Trish Kutz, Jess Lohse, Evan Protxter, Joe Schauer (online), Laura Soderlund (online), Sean Shields, Jill Zimmerman

Review and Approve Minutes of August 2018 Marketing Committee Meetings

Motion to approve the Minutes of August 2018 Marketing Committee Meeting minutes.

Motion to approve by Javan Yoder. Second by Gene Frogale. Motion passed unanimously.

Internal Marketing Priorities

Greg shared the primary goal was to improve the way SBCA communicates with its membership. One significant initiative is to reorganize the content on the SBCA website. The group reviewed the new Plant Tour webpage and the tools on that page to help CMs organize and host plant tours for a wide variety of audiences.

To ensure the reorganization of content of the SBCA website meets member needs, staff asked for volunteers to serve on a subcommittee to help identify how content should be arranged. Anyone

interested were encouraged to reach out to Molly or TJ on staff.

Greg reviewed statistics on how members are interacting with SBCA's communication vehicles, including the 35 webinars given in 2018, SBCA Updates in Industry News, the new podcast series, and social media posts. There was a brief discussion on the podcast series and several ideas were offered up on possible interesting topics.

The webinars were heavily attended in 2018 and there is a strong slate of topics for 2019. Staff reported that a new Supplier Webinar series is being planned to give suppliers an opportunity to explore emerging technologies and trends in the industry.

Stick Frame versus Component Market Research

Staff reported that the efforts in Louisiana to find a builder or framer to switch from stick framing to components hadn't yielded any results. As a result, there was interest in looking elsewhere. There was a general discussion on the obstacles that need to be overcome to change the mentality of both the national builders and the framers to make the switch. It was commented that one way this might get addressed is the shift in some national builders to adopt a top-down approach to managing the construction process and this might force the market to switch to components everywhere.

For anyone interested in this topic, please reach out to TJ. Jess shared a recent experience he had interacting with the framing community and the castigation of trusses as having lower quality than stick-framing. Kenny commented that the decline in available labor and their skill level is likely going to continue to drive the market toward components.

There was a general discussion on strategies that might force builders to be more critical of stick framing but that's in direct opposition to the messaging and approach NAHB has that encourages preserving the status quo and traditional building practices.

Best Way to Frame Promotion

Greg shared how the Best Way to Frame website has grown since it was launched at BCMC in 2018. Overall, the site has had 2,170 unique visitors with an average of 2.79 pages per visit with a visit duration of 2 minutes and 19 seconds. The homepage is the most popular page, followed by the roof trusses and 'Why Components' pages. Staff reported that currently Jess is taking SBC Magazine articles that show how components can be used in unique ways and recrafting them into short pieces on the website to appeal to the various audiences in the marketplace.

Staff reported that they have received some interesting inquiries through the website, some of which have actually created some sales leads for CM members. It was suggested this site is a good tool to direct inquiries from your market. One other valuable aspect of this website is the ability to have a unique url that can help a CM track how effective that outreach actually is using Google Analytics.

Ask the Builder Project with Tim Carter

Greg gave an overview of SBCA's relationship with Tim Carter. Staff shared the various ways that collaboration has resulted in good content that promotes the benefits of components. Tim has a very broad reach across the country and is broadening the exposure of Best Way to Frame.

Component Marketing Toolbox

Greg and staff reported that traffic continues to be strong on the CM toolbox page, which was made member-only after BCMC. Staff asked whether there were additional materials that would be helpful to including in the CM toolbox.

Market Place Education

Jess indicated staff is evaluating how all of the tools SBCA has developed are packaged and arranged for members to use. Staff is looking to slim down the existing large presentations into shorter, targeted slide decks. There is also an effort underway to focus on more videos, webinars, podcasts, articles, and topical libraries that CMs can quickly access and easily disseminate.

Construction Industry Flowchart

Jess introduced the concept of creating a construction industry flowchart and where component manufacturers fit into this flow. The purpose of this flowchart is twofold: one is to help educate new hires on understanding where information comes from, how everything fits together and who talks to who in their market; and two, it will help us explore scopes of work in either area. There was a discussion on how this tool could also be used to improve the process and, ultimately, reduce the amount of time it takes to get through the process.

There was a general discussion on how to get this project moving forward and the many ways it could be used to benefit CMs in communicating specific information. Different models will probably be needed for single-family, multi-family, and commercial applications.

Photo Image Collection Project

Staff reported that an effort is underway to update SBCA's image collection to improve the imagery used in training programs and tools. It was suggested that NFC might be a perfect source to get timelapse and drone footage of components being installed on jobsites. It was also suggested using Slack to point out specific photos needs.

SBC Magazine & Industry News Update

Staff provided an update on performance statistics for SBCA's digital communications. For example, SBC Industry News is sent out to a little over 6000 valid email addresses in our industry. On average, a little over a quarter, or 1600 open that email up, and 13.5 percent click on at least one headline each week. The digital edition of the magazine gets on average 1600 daily active users (a user who has not previously visited during that day). The point is that it gets regular use, with one driving factor being the way we push articles in Industry News. Sbcmag.info gets 325,000+ unique page views per year (242,000 of them are to /news).

Old Business

There was no old business.

New Business

There was no new business.

Adjournment

Motion to adjourn. Motion made by Gene Frogale. Second by Steve Stroder. Motion passed unanimously.

The meeting adjourned at 11:52 am.

/ss

BOARD MEETING AGENDA

Thursday, August 8, 2019
9:00 – 11:00 am ET

Hyatt Regency Savannah
Harborside East Ballroom
Savannah, GA

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 (**APPENDIX E**)
6. Responsibilities of SBCA's Board of Directors (**APPENDIX F**)
7. *SBC Magazine* Advertisers (**APPENDIX G**)
8. Industry News Articles Written by Staff (**APPENDIX H**)

Meeting Agenda

1. **Call to Order** – Greg Griggs 9:00 am
 - a. **Introductions, Sign-in Sheet, Opening Remarks and Recognition of Meeting Sponsors** – Greg Griggs
 - b. **Review and Approve Minutes of February 2019 (EXHIBIT 1)** – Greg Griggs
 - c. **Review Agenda: Changes Needed or Additional Industry Issues/Discussion Topics to Add?** – Greg Griggs
 - d. **2019 & 2020 OQM Schedule**
 - i. **October 22-25:** BCMC & Board Meeting in Columbus, OH
 - ii. **February 26-28:** Miami, FL (Wed-Fri)
 - iii. **May 18-20:** White Sulphur Springs, WV (Mon-Wed)
 - iv. **August 4-6,** Park City, UT (Tues-Thurs)
2. **Treasurer's Report** – Mike Ruede 9:05 am
 - a. Budget Critical Management
 - i. 2019 Year-to-Date Financials/Operations Report
 - b. Treasurer Financial Policy Recommendations (if any)
 - c. Staff's Management Recommendations (if any)
 - d. Approve Treasurer's Report
3. **BCMC Report** – Greg Dahlstrom/Scott McDonald 9:15 am
4. **SBC Magazine Update** – Staff 9:25 am

- 5. Committee Updates** 9:35 am
- a. Advocacy (Rick Parrino)
 - b. Emerging Leaders (Jason Hikel/Steve Stroder)
 - c. Equipment Council (Greg Griggs for John Herring)
 - d. Executive (Greg Griggs)
 - e. IT (Greg Dahlstrom)
 - f. Management (Jeff Taake)
 - g. Marketing (Greg Griggs)
 - h. Membership (Gene Frogale)
 - i. Update on SBCA Capital Area/OFH Culpepper Build
 - i. QC (Scott Ward)
 - j. Safety (Jason Ward)
- 6. Current Industry Topics – Greg Griggs and Staff** 10:05 am
- 7. Industry Supplier Updates** 10:25 am
- a. Thoughts from attendees representing truss plate, connector and cold-formed steel supplying industries. Please discuss key supply chain issues such as housing market, transportation, equipment, steel, and any other topics of interest to component manufacturers.
 - i. Alpine & Alpine/TrusSteel
 - ii. Eagle Metal
 - iii. MiTek, MiTek/Aegis & USP
 - iv. Simpson Strong-Tie
 - b. TPI Update – Michael Schwitter & Mike Cassidy
 - c. TIBC Update – Greg Griggs & Kevin Kraft
 - d. Thoughts from attendees representing lumber and EWP supplying industries
 - e. Equipment supplier updates
 - f. Input from other suppliers in attendance
 - g. Raw material supply chain issues or trends affecting component manufacturers?
- 8. National Framers Council Update – Ken Shifflett** 10:40 am
- 9. Old Business – Greg Griggs** 10:50 am
- 10. New Business – Greg Griggs** 10:55 am
- 11. Adjournment – Greg Griggs** 11:00 am

BOARD MEETING MINUTES

Thursday, June 6, 2019

Fort Worth, Texas

Opening Remarks

Greg Griggs opened the meeting at 9:02 am. Introductions were made around the room and the winners of the previous day's team competition were recognized. The SBCA Antitrust Statement was then circulated and signed by all meeting attendees, thereby acknowledging the SBCA antitrust policies in effect.

Attendance

Component Manufacturers: Darrin Adler, Dallas Austin, Matt Chilton, Greg Dahlstrom (online), Jack Dermer, Josh Dermer, Jared Dix, Larry Dix, Barry Dixon, Jim Finkenhoefer, Adam Freyenberger, Gene Frogale, Howard Gauger, Kevin Goebel, Greg Griggs, Don Groom, Justin Groom, Joe Hikel (online), Jason Hikel, Roger Helgeson, John Holland, Darryl Hooper, Matt Kral, Tom Kurowski, Keith Kylmala, Rhonda Leppert, Derek Moody, Carlin Mueller, Tim Noonan, Shawn Overholtzer, Rick Parrino, Justin Richardson, Mike Ruede, Steve Stroder (online), Ashley Stroder, Steve Strom, Bryan Sylvester, Jeff Taake, Brent Timmermeyer, Brad Unruh, Jason Ward, Scott Ward, Jason Windham, Josh Wright, Javan Yoder

Suppliers in Attendance: Scott Babin, John Branstetter, April Burt, Mike Cassidy (online), Jay Halteman, Joe Halteman, Marc James, Mike Johnson, Mike Kozlowski, Kevin Kraft, Carlos Lozano, Mike Martz, Jim Mavrakes, Scott McDonald, Baird, Quisenberry, Ed Robbins, Mike Ruede, Jr., Michael Schwitter, Tim Warran

SBCA Legal Counsel: Kent Pagel

SBCA Staff: John Arne (online), Molly Butz, Mindy Caldwell, Suzi Grundahl, Kirk Grundahl (online), TJ Jerke, Trish Kutz, Jess Lohse, Evan Protexter, Joe Schauer, Sean Shields, Jill Zimmerman

Past Meeting Minutes

Motion to approve the Board meeting minutes from February 2019. Motion by Rick Parrino. Second by Gene Frogale. Motion passed unanimously.

2019 OQM Schedule

The group reviewed the rest of the OQM schedule for 2019. The next meetings will be held in Savannah, GA, August 6-8, and Columbus, OH during BCMC.

Treasurer's Report

Mike Ruede and staff provided the Board with an overview of the SBCA year-to-date profit and loss statement and budget for 2019.

Motion to approve the Treasurer's Report including approval of the 2019 budget. Motion by Scott Ward. Second by Rick Parrino. Motion passed unanimously.

Nominating Committee

Jim Finkenhoefer stated the Nominating Committee recommends Jeff Taake be elected to be the incoming secretary for SBCA.

Motion to accept the nominating committee's recommendation. Motion by Mike Ruede. Second by Gene Frogale. Motion passed unanimously.

BCMC Update

Scott McDonald gave an update on the upcoming BCMC show. As of June 3, there are 84 exhibitors, and 60,700 square feet of exhibit space sold, that's over 10 percent more than last year as of this date. The attendee promotion will be mailed out soon and pre-registrations were being collected at the current OQM. Scott ran through the new schedule of events, including a lean pre-conference session, as well as the Safety Summit that was so successful last year. Mike Kozlowski ran through the 12 education sessions being planned. One schedule change is that BCMC will host Top Golf on Monday evening in place of the traditional golf outing.

SBC Magazine Update

Staff thanked everyone who has participated in the weekly industry polls in Industry News. Responses have continued to be strong and it has provided a lot of valuable data to staff writers, as well as contacts for interviews. We're excited to announce the SBCA Podcast, Component Connection, was launched this morning. Everyone should receive an email today linking to the new podcast webpage and the first podcast, which is an interview between Jess Lohse and Scott Ward. Please check it out and give us your feedback. We have interviews scheduled with other industry leaders and any input you have on what you want to hear will help us improve future podcasts.

To follow up on our Scope of Work/Construction Workflow Initiative we discussed during the Marketing Meeting in San Diego, Jess is generating articles to begin filling in that flowchart. We've been putting his articles in Industry News and if you haven't read them yet, please try to fit that in and give him some feedback on his approach. What do you think is most valuable, what else does he need to cover?

Committee Updates

Advocacy (Rick Parrino)

Rick reminded everyone about the plant tours website that has resources for CMs when hosting tours for various groups. Rick encouraged everyone to host a plant tour with their lawmakers during the August Congressional Recess. He encouraged everyone in the industry to continue building those relationships

Emerging Leaders (Jason Hikel)

Jason, the committee's new vice chair, said there is a lot of planning underway for BCMC events and there is a greater focus on education and bringing young people into the industry. To that end, the committee is looking at developing a curriculum CMs could download and introduce into their local schools so students can learn more about the industry. There was also a discussion about how the WFD event at BCMC should look like this year. There are four new members of the Emerging Leaders Committee - Justin Groom, Dustin Johnson, Tasha Shifflett, and Brad Unruh. Rick Parrino challenged others in the room to a sponsorship challenge to help the EL events at BCMC. There were several members who committed to sponsor.

Equipment Council (Greg Griggs)

Greg said the CM side of the council met a few weeks ago in Dallas and they brainstormed what

they hoped to accomplish through the council. The group created a white paper outlining some initial goals. Jay Halteman, who will chair the council, added that the next step is to have a broader meeting with both CMs and suppliers to begin discussing those goals.

Executive Committee (Greg Griggs)

Greg said the TIBC had their third meeting today. TPI provided a good overview of the projects they are focusing on going forward and there was a good discussion on SBCA's digital QC program development efforts. Greg Griggs and Kevin Kraft continue to talk each week to keep things moving forward.

IT (Greg Dahlstrom)

Greg said the IT Committee put on a webinar on hardware and software on May 7. He encouraged everyone to listen to it if they missed it.

Management (Jeff Taake)

Jeff said the Financial Performance Survey is being compiled right now; there will be more management metrics included in this survey. The Wage & Benefit survey will be put out this summer. The webinar series has proven very successful with great participation.

Marketing (Greg Griggs)

Greg reported that staff is working on reorganization of the sbcindustry.com website and rolling out the new look at BCMC. He said staff has put a lot of effort into developing the podcast series and encouraged everyone to listen in. There has been a lot of content added to the bestwaytoframe.com website, including work Jess has done to promote past content that has been published in SBC Magazine highlighting the benefits of components. Traffic remains consistent and strong on this website as there is almost four times more traffic than last year to date. Greg reminded companies they can create a custom url for their company as well. The partnership with Tim Carter has been very fruitful and has driven a lot of traffic to the website. Staff has put a new focus on social media and having a more robust presence on LinkedIn and Facebook.

Jess provided an update on our efforts to convert stick-framing to component framing. He recounted the presentation that he and NFC's Executive Director Chris Tagte gave in Texas. They are planning a similar session, focused more on wall panels and floor systems, with California TrusFrame.

Membership (Gene Frogale)

Gene gave an update on all initiatives the membership committee is working on to grow association membership. Member dues invoices went out in May and dues are rolling in steadily. Staff is working to streamline the member recruitment materials and process. One focus is on any non-member who is purchasing SBCA products and/or use SBCA inspections or training programs. We are also looking to continue to use the OQMs to bring in CMs from the region. Gene mentioned three "hot prospects," who are close to becoming members.

QC (Scott Ward)

Scott reported the digital QC project is moving forward. Currently, staff is focused on getting the Beta sites up and running. Weather testing is also moving forward. There is a lot of data that will be shared by the next OQM.

Safety (Jason Ward)

Jason said if Lean isn't your thing, please come to the Safety Summit on Tuesday before BCMC. He provided an overview of the professional speaker and the panel of experts. He encouraged everyone to have their safety directors come and attend this event. The committee is also heavily focused on changing OSHA requirements and how to provide CMs tools to

address the administrative/paperwork side of OSHA compliance.

Industry Roundtable

Scott Ward reported that in his markets the DOT is cracking down on the ELD requirements. Enforcement has been stepped up significantly in recent weeks.

Industry Supplier Updates

Truss Plate Manufacturers

On behalf of Simpson, April Burt, reported that labor is a huge issue for our industry, both for CMs and suppliers. Transportation is a significant challenge as well, getting products to their destination on time is proving challenging. Tariffs are also presenting a lot of challenges as well, which will likely drive up CM product costs. Cybersecurity is also a big issue, and attacks will likely increase as trade tensions between China and the U.S. escalate.

On behalf of MiTek, Tim Warren, reported he was so encouraged to see all the young people participating in the Emerging Leaders committee meeting this morning. He provided a quick overview of what the “reimagining” of MiTek means. He focused on the changes that are currently going on in the housing industry and how MiTek is trying to figure out how to adapt to those changes. MiTek will be sending more of their regional sales reps at future OQMs.

On behalf of Eagle, Baird Quisenberry reported the supply of steel remains soft. He was encouraged by the conversation at the TIBC.

On behalf of Alpine/ITW, Kevin Kraft agreed the tariffs are a big challenge for steel and other goods. The tariffs currently proposed probably won't have a big impact on price, but it will likely have a negative impact on labor supply.

TPI

Mike Cassidy, TPI's Executive Director, reported that the cross-platform initiative is moving forward. The first aspect of the project is an online repository of software file types and data provided by the design software and the file types the equipment need to function. This should provide CMs a central place to reference. There is also work moving forward on how to create a universal file format. The committee has identified the BTLX file format being used in Europe that might provide a foundation for our industry to use. There is a series of meetings scheduled over the next few weeks.

Mike also said TPI is looking at top-chord bearing trusses, multi-ply girders, and truss web bracing. Some initial proposals are being pulled together for the TBIC technical committee to review and respond to.

Finally, Mike said the TPI 1 review process will begin in August.

Lumber Industry

John Branstetter has said the lumber industry is struggling. There are number of mill closures that have occurred or will happen in the near future. The British Columbia SPF market will continue to decrease but it looks like the users will shift to SYP. There aren't bottlenecks with rail currently, but trucking is becoming more and more of a challenge. Lumber supply should continue to be adequate in the near future.

National Framers Council Update

Staff reported that NFC membership continues to grow slowly. The large framer members have been driving skilled subcontractors to join. Staff encouraged everyone to reach out to their framer customers and encourage them to join NFC and get access to a wide range of tools that can help them deal with current safety and compliance challenges. Staff reviewed NFC activities and events in 2019.

NFC is currently working with OSHA to create an OSHA Alliance program in Regions 5 & 9 to create a vertical framing plan that will provide a graphical approach to OSHA compliance.

Chapter Update

Gene Frogale shared they are ready to break ground and build their house for a wounded veteran in Culpepper, Virginia.

Old Business

There was no old business.

New Business

There was no new business.

Adjournment

Motion to adjourn. Motion by Gene Frogale. Second by Mike Reude. Motion passed unanimously.

The meeting adjourned at 10:27 am.

/ss

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.

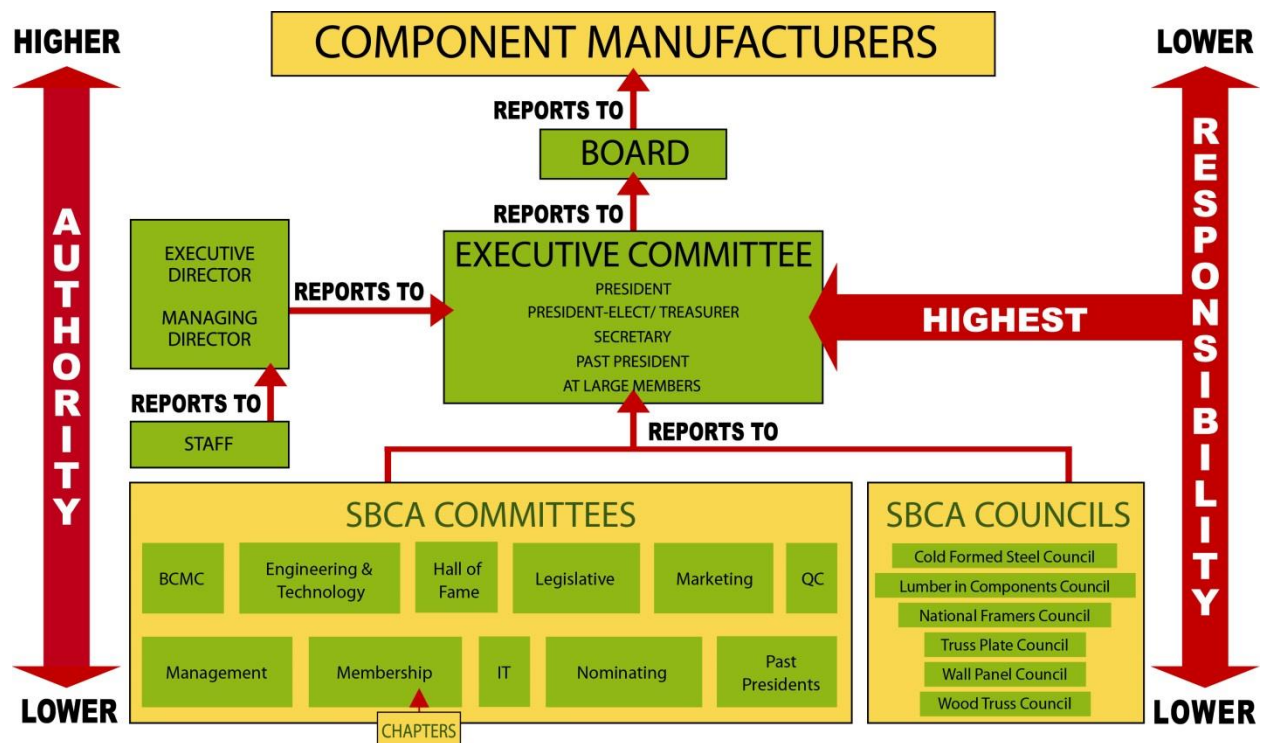
An example of a resolution is that past presidents will be offered complimentary member status upon retirement, which resolution was approved by the Executive Committee in March, 2002. The resolution was also approved by the Board.

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

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.

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, an ITW Company
Clark Industries, Inc.
Eagle Metal Products
Eide
HOLTEC USA Corporation
Lakeside Trailer Manufacturing, Inc.
MiTek
NWH Roof & Floor Truss Systems
Simpson Strong-Tie Co.

Silver Program

Hundegger USA, L.C.
Terminailer
Vecoplan
Wasserman & Associates, Inc.
Wescana Industries Inc.
Wood Truss Systems, Inc.

SBC Housing Starts Online Sponsorship

Wasserman & Associates, Inc. (monthly, position 1)
4Ward Consulting Group (3 months, position 2)

“On the Newstand” Online Sponsorship

Alpine (position 1)
Hundegger USA, L.C. (position 2)

SBC Industry News Online Sponsorship

Eide (48 weeks: positions 1 & 2)
Alpine (24 weeks: position 3)
Eagle Metal (24 weeks: position 3)
Position 4 is open

APPENDIX H

2019 Industry News Articles Written by Staff (as of 7/16/19)

July 16, 2019

[Poll: Have Plumbers Damaged Your Structural Components?](#)

[BFS Purchases Sun State Components](#)

[Streamlining Construction Through Design Build](#)

[Trussway's CEO: Strong Digital Presence 'Crucial'](#)

[Will American Suburbs Rely Heavily on Components?](#)

[Your Plant Is a Powerful Education Tool](#)

July 9, 2019

[Poll: How are You Changing Your Business Going Forward?](#)
[How Oregon Truss Capitalizes on Internships](#)
[How Canadian CM Meets US & Global Customer Needs](#)
[Marine Veteran Stunned by Industry Generosity](#)

July 2, 2019

[Poll: What is Causing Your Business Pain Right Now?](#)
[Alpine's Vacarro: Godfather of the Industry](#)
[Why Drexel's Szymanski Talks Up Tech During Tours](#)
[Four Viewpoints from Young Industry Leaders](#)

June 25, 2019

[Florida HS Seniors Flock to A-1 Roof Trusses](#)
[CTF's Stroder: Why We Re-Tooled Our Plants](#)
[How Digital Documents Further Reduce CM Risk](#)
[Local Building Designers Help Truss Sales](#)
[How Would You Have Done This Truss Repair?](#)

June 18, 2019

[Poll: Component Delivery](#)
[A Closer Look: Floor Panel Growth Potential](#)
[Ensuring Proper Truss Orientation During Installation](#)
[The Big Picture on Structural Floor Systems](#)
[Maps: Where Residential Permits are Rising](#)
[Weather Impacts Building Supply, Rebound Expected](#)

June 11, 2019

[Poll: Employee Wellness](#)
[Podcast: Scott Ward Shares Insights in SBCA's New Podcast](#)
[A Closer Look: Wall Panel Growth Potential](#)
[How to Work with Engineers to Sell More Components](#)
[Griggs: Everyone Took Something Valuable Home](#)
[Mead Lumber's Taake: Builder & Framers Collaboration Key](#)

June 4, 2019

[Poll: Truss Plate Substitutions](#)
[Video: Floor Trusses are 'The Bomb!'](#)

[The Development Life Cycle for a Building](#)
[York P-B Truss Benefits from Web Presence](#)
[Toll Integrated Systems Gives Students a Try](#)
[A Closer Look: Roof Truss Growth Potential](#)

May 21, 2019

[Poll: Listening to Podcasts](#)
[Why Framer Partners with Automated Products](#)
[Wisconsin Building Supply's 'Win-Win' Internships](#)
[Do IRC Limitations Provide Sales Advantages for CMs?](#)
['Ask the Builder' Can Trusses Solve 2x10 Limitations?](#)
[Annandale's Frogale: "We're Excited to Build the House"](#)

May 14, 2019

[Poll: Interacting with Your Competitors](#)
[How Plum's Parrino Takes Advantage of the Codes](#)
[California TrusFrame Invests in its Future](#)
[How the IRC and IBC Codes Impact Construction Projects](#)
[Update on the TPI Cross-Platform Initiative](#)
[ANSI Is the Most "Rigorous Accreditation Process" Says ICC CEO](#)

May 7, 2019

[Poll: Multi-ply Girders](#)
[Industry Suppliers Set Their Course for Columbus!](#)
[How to Avoid Truss Damage From Plumbing](#)
[BFS' Griggs Asks: Are You Protecting Your Business?](#)
[Kylmala Truss Gets Big Return from QA Inspections](#)
['Ask the Builder' Makes an Impact on 'Bestwaytoframe.com'](#)

Apr 30, 2019

[Poll: Charity Work](#)
[How Does California TrusFrame Build a Strong Design Team?](#)
[What Do You Think Caused This Collapse?](#)

[Apex Truss' Larry Dix: Benefits of Sharing Knowledge](#)
[Check Yourself Before You Deck Yourself](#)
[Could 3-D Printing Replace Component Manufacturing?](#)
[Important Clarification on Special Inspections of Trusses](#)
[Charts: New Homes Sales on the Rise Again](#)

Apr 23, 2019

[Poll: Structural Floor Product Sales](#)

[Shelter Systems Launches 360 VR Video](#)

[Apex & True House Collaborate on 6790 sqft of Amazingness](#)

[Floor Trusses Reduce Aches & Pain Says 'Ask the Builder'](#)

[Video: Kattera CEO Shares Their Vision for Housing](#)

[SBCA Podcast Finds: JBRC Insights on Today's Housing](#)

[Are Component Sales About to Explode?](#)

Apr 16, 2019

[Poll: Plant Tours & Lawmakers](#)

[Top 10 SBC Industry News Headlines of Q1 2019](#)

[Where Did 1/32" Plate Embedment Tolerance Originate?](#)

[Tornado Season & Collapse, Are Building Materials to Blame?](#)

[44-Foot Long Wall Panels; How Perfect Can They Be?](#)

[Stark Truss Invests in Powerful HR & Sales Tool](#)

[WTO: USDOC Needs to Conform to Obligations Under Anti-Dumping Agreement](#)

Apr 9, 2019

[Poll: Thoughts on Wall Panels](#)

[What is the Off-Site Framer's Supply Chain Role?](#)

[Rigidply Rafters Reaches Out to Building Designers](#)

[The Value of NCSEA Truss Bracing Collaboration](#)

[Stick Framing Converted to Off-site Components in TX](#)

[Video: Builder Matt Risinger on Why "I Love Floor Trusses!"](#)

[Carpenter Contractors' Motto is "The Customer is King"](#)

Apr 2, 2019

[Poll: In-Plant Dust Collection](#)

[BFS' Griggs: You Can Learn from the Pain of Others](#)

[CTF's Ward: Safety Can Lead to Faster Production](#)

[DOL Issues Proposes Rule Change on Overtime Pay](#)

[How Does an 'ANSI Report' Compare to an 'ICC Report'?](#)

Mar 26, 2019

[Poll: Ideas on the Future of Equipment](#)
[The Science of Weathered Performance for Joists & Trusses](#)
[Shelter Systems' Big Success Tied to BIM](#)
[Casey Carey: Designer Cohesion & Fantasy Football](#)
[A-1 Roof Trusses Uses Perpetual Motion for Team Building](#)
[What the Blue Tarp Index Suggests for Truss Demand](#)

Mar 19, 2019

[Poll: How Do You Fill Your Excess Capacity?](#)
[Video: Set Your Course for BCMC 2019 in Columbus!](#)
[Ask the Builder' Promotes Attic Trusses in 60+ Major Metros](#)
[ModuTech Recruits and Wins With Student Task Force](#)
[Frogale: Builders Want Our Panel Technology](#)
[3 Paths to Home Construction, Which Are You On?](#)

Mar 12, 2019

[Poll: Women in CM Production Roles](#)
[Ask the Builder': What's the Value of Wall Panels?](#)
[Best Recruiters? Local and 'Relatable' Interns](#)
[How and Why is Truss Weather Testing Done?](#)
[Engineered Truss Systems Prefers Challenging Trusses](#)
[Shuffleboard Helps CMs Solve Industry Challenges](#)

Mar 5, 2019

[Poll: SBC Mag Reader Survey](#)
[BFS' Griggs: Can't Keep Doing What We've Always Done](#)
[The Original 'Offsite Framing' Solution](#)
[Can In-Plant Truss QC be Made Easier?](#)
[Would You Like to Know How Weather Affects Trusses?](#)
[BCSI Knowledge Helps OSHA Compliance Officers](#)
[Building Official: We're More Educators than Enforcers](#)

Feb 26, 2019

[Video: Trusses Can Make Your Dreams Come True](#)
[Ask Your Vendor About Hanger Allowable Load Reductions](#)
[Weathering Plan Keeps All CMs in Mind](#)
[Video: Wilson Lumber Makes Trusses Look Good!](#)
[Chart: Builder Sentiment Rebounding in 2019](#)
[Video: Proper Plate Tacking Saves Injuries](#)

Feb 19, 2019

[Industry Mourns Loss of Alpine's Charlie Vaccaro](#)
[Industry Loses Lakeside Trailer Founder, JD Helton](#)
['Ask the Builder' Shares the 'Magic' of Components](#)
[Nelson Truss Says Truss Design is 'Both Art and Science'](#)
[ANSI Accredits Confidence 'Certified Once, Accepted Everywhere'](#)

February 12, 2019

[City Lumber Takes on Truss Jobs Requiring Certification](#)
[Fire Service Tries to Ban Wood Construction in NJ Again](#)
[BFS Boosts Production Efficiency with Simple Addition](#)

February 5, 2019

[Parties Present Threat to Student Housing Floor Systems](#)
[Cross-Platform Initiative Aims for 'Plug and Play' Equipment](#)
[Have You Considered These Product Use Risks?](#)
[New Homes Sales Unexpectedly Spike in November](#)

January 29, 2019

[Former SBCA President Jess Lohse Joins SBCA Staff](#)
[Update on TPI's Cross-Platform Equipment Initiative](#)
[2 CMs Chosen for 2019 Emerging Leaders Scholarship](#)
['Set Your Course' for BCMC 2019 in Columbus](#)

January 22, 2019

[Big Builders Say Market "Pause" is Over!](#)
[Chart: What Builders Will Use Component Framing More?](#)
[Woodhaven's Approach to Mentoring Over 225 Officials](#)
[3-For-1: Heartland Reaches Officials, Builders & Framers](#)

January 15, 2019

[Chart: What Will Happen to the Wall Panel Market in 2019?](#)
[It's Time for CMs to Demand & Pursue Innovation](#)

January 8, 2019

[CM & Supplier Team Up to Reach 600 Students](#)
[Top 20 SBC Industry News Headlines of 2018](#)
[CM Wins Unique Christmas Truss Tree Contest](#)
[NC Students Learn Post-Frame & Truss Construction](#)
[Chart: Will Home Builders Increase Use of Trusses in 2019?](#)