

## BOARD MEETING AGENDA

**Wednesday, May 20, 2020**  
2 pm ET / 1 pm CT / 12 pm MT / 11 am PT

### Virtual Meeting via GoToWebinar

**To attend this meeting, you must be registered in GoToWebinar.**

If you haven't already, please register for SBCA Virtual Open Quarterly Meeting here:

<https://attendee.gotowebinar.com/register/3551477939890061328>

*After registering, you will receive a confirmation email containing details about joining the webinar.*

**Please note:** When the Virtual OQM begins, all attendees enter the session in "listen-only mode" to control background noise and/or other technical issues. If you would like to ask a question or make a comment during the meeting, either click the button to raise your hand and a staff person will unmute you, or type a question into the dialogue box and staff will relay your question to the presenter.

*For a list of system requirements to attend a "standard webinar," [click here](#).*

### Meeting Agenda

1. **Call to Order** – Mike Ruede (10 min)
  - a. **Pledge of Allegiance**
  - b. **Opening Remarks and Recognition of Meeting Sponsors**
  - c. **Anti-Trust Statement & Conflict of Interest Policy (Appendix)**
  - d. **Review and Approve Minutes of February 2020 (EXHIBIT 1)**
  - e. **Review Agenda:** Changes Needed or Additional Industry Issues/Discussion Topics to Add?
    - i. Please use the chat function to submit any changes.
  - f. **2020 OQM Schedule**
    - i. **August 4-6**, Park City, UT (Tues-Thurs)
    - ii. **September 29 – October 2:** BCMC & Board Meeting in Columbus, Ohio
2. **Strike Force Updates** – Mike Ruede (45 min - 5 min each with 15 min for Q&A)
  - a. Overview of Strike Force Initiatives
    - i. Strike Force 1: TPSX – Greg Dahlstrom/Scott Ward/Steve Stroder
    - ii. Strike Force 2: Business Tools – Jeff Taake/Joe Hikel
    - iii. Strike Force 3: Leadership Summit – Jeff Smith/Greg Griggs
    - iv. Strike Force 4: Training – Justin Richardson/Roger Helgeson/Jason Ward
    - v. Strike Force 5: Workforce Development – Larry Dix/Gene Frogale

3. **Nominating Committee Report** – Greg Griggs (5 min)
4. **Treasurer’s Report** – Gene Frogale (5 min)
  - a. 2020 Year-to-Date Financials/Operations Report
  - b. Treasurer Financial Policy Recommendations and Staff’s Management Recommendations (if any)
  - c. Approve Treasurer’s Report
5. **BCMC Report** – Greg Dahlstrom/Mike Kozlowski (5 min)
6. **SBC Magazine Update** – Staff (5 min)
7. **Committee Updates and Current Industry Topics** (15 min)
  - a. Executive Committee (Mike Ruede)
  - b. QC (Scott Ward/Jeff Smith)
  - c. E&T Committee (Bob Dayhoff)
  - d. Emerging Leaders Committee (Steve Stroder/Jason Hikel)
8. **National Framers Council Update** – Ken Shifflett (5 min)
9. **Board Member Regional Updates** (25 min - 5 min each with 10 min for Q&A)
  - a. Northwest - BJ Louws
  - b. Southwest - Bill Blades
  - c. Midwest - Dallas Austin
  - d. Northeast - Joe Hikel
  - e. Southeast - Josh Hendrickson
10. **Industry Supplier Updates** (20 min)
  - 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. MiTek, MiTek/Aegis & USP
    - ii. Alpine & Alpine/TrusSteel
    - iii. Eagle Metal
    - iv. Simpson Strong-Tie
  - b. TPI Update – Michael Schwitter & Jay Jones
  - c. TIBC Update – Mike Ruede & 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?
11. **Address Questions from Attendees** – Mike Ruede (10 minutes)
  - a. If you would like to ask a question yourself, please **raise your hand** to be unmuted by staff.

- b. If you would like staff to ask a question on your behalf, please type it in to the GoToWebinar question dialogue box to submit your question.

**12. Old Business** – Mike Ruede

**13. New Business** – Mike Ruede

**14. Adjournment** – Mike Ruede

## Appendix

### SBCA 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 Policy

- [Conflict of Interest Definition](#) -- “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.

## **BOARD MEETING MINUTES**

Friday, February 28, 2020

Doral, FL

### **Opening Remarks**

SBCA President Mike Ruede opened the meeting at 8:50 am. Introductions were made around the room. The SBCA Antitrust Statement was then circulated and signed by all meeting attendees, thereby acknowledging the SBCA antitrust policies in effect.

### **Attendance**

**Component Manufacturers:** Dallas Austin, Bill Blades, Jerry Chambers, Karl Cribb, Greg Dahlstrom, Jack Dermer, Josh Dermer, Jared Dix, Larry Dix, Barry Dixon, Josh Von Eclavea, Jim Finkenhoefer, Gene Frogale, Howard Gauger, Dave Green, Greg Griggs, Shawnee Gunnett, Roger Helgeson, Jason Hikel, Joe Hikel, Jeremy Hilleary, John Holland, Chad Johnson, Tom Kurowski, Rhonda Leppert, BJ Louws, Dave Mitchell, Carlin Mueller, Jazmine Murillo, JD Nolte, Ricky Quiroz, Justin Richardson, Mike Ruede, Victor Sanchez, Mike Schultz, Zach Shepherd, Kenny Shifflett, Jeff Smith, Steve Stroder, Steve Strom, Jeff Taake, Jason Ward, Scott Ward, Josh Wright, Javan Yoder

**Suppliers in Attendance:** Justin Binning, Ash Boeckholt, Mike Callahan, Darren Conrad, Owen Eldridge, Kallen Hair, Jay Halteman, Jeff Hoggard, Bill Howard, Marc James, Jay Jones, Kevin Kraft, Jim Mavrakes, Scott McDonald, Mike McIntosh, Norm McKenna, Scott Miller, Kirk Nichols, Baird Quisenberry, Wes Robbins, Mike Ruede, Jr., Drew Schasny, Michael Schwitter, Todd Snyder, Rick Tilelli, Ken Timmins, Tim Warren, Mike Wisnefski

**SBCA Legal Counsel:** Kent Pagel

**SBCA Staff:** Molly Butz, Mindy Caldwell, Ryan Dexter, Kirk Grundahl, Suzi Grundahl, Jess Lohse, Trish Kutz, Evan Protexter, Sean Shields, Laura Soderlund, Ashley Stroder, Jill Zimmerman

### **Past Meeting Minutes**

**Motion to approve the Board meeting minutes from October 2019. Motion by Scott Ward. Second by Jeff Taake. Motion passed unanimously.**

### **2020 OQM Schedule**

The group reviewed the OQM schedule for 2020.

### **Updated SBCA Vision and Mission**

Mike thanked everyone who participated in the Strike Forces the previous day. He noted there was a lot of work completed, but it is only the first step. It will be up to the Strike Force leaders to keep the process moving forward and ensure they continue meeting. Mike then presented the proposed modified SBCA vision and mission statements, which were updated through the strategic planning process:

*SBCA Vision Statement: The building industry will use high quality building components provided by SBCA member companies.*

**Motion to approve the updated SBCA Vision Statement. Motion by Greg Griggs. Second by Scott Ward. Motion passed unanimously.**

*SBCA Mission Statement: SBCA members will gain the knowledge and power to run successful, growing, profitable companies offering a compelling competitive advantage in the marketplace for their customers and professional growth for employees.*

**Motion to approve the updated SBCA Mission Statement. Motion by Joe Hikel. Second by Steve Stroder. Motion passed unanimously.**

### **Nominating Committee**

The Minnesota Chapter has nominated a representative to serve on the Board.

**Motion to approve Greg Dahlstrom's nomination to the Board. Motion by Gene Frogale. Second by Joe Hikel. Motion passed unanimously.**

### **Treasurer's Report**

Gene Frogale and staff provided the Board with an overview of the SBCA year-to-date profit and loss statement and budget for 2020.

**Motion to approve the Treasurer's Report including approval of the 2020 budget. Motion by Scott Ward. Second by Steve Stroder. Motion passed unanimously.**

### **BCMC Update**

Greg Dahlstrom and Dallas Austin reported that the transition of the BCMC 2020 show from Knoxville to Indianapolis, September 22-25, has been finalized. The location was moved due to hotel cancellations in Knoxville causing a significant room night shortage. As of 2/28/20, there were 47 exhibitors representing 41,000 square feet for this year's show (as compared to 41 exhibitors representing 46,300 square feet last year on this date).

Greg said that the kick-off speaker this year would be Daniel Levine, a futurist. Todd Tomalak will present the Economic Forecast. In addition, the breakout session topics will include wellness, wall panels, workforce development, IT, transportation, sales, design, and risk management. The pre-session may be focused on an "MBA-in-a-Day" topic.

### **SBC Magazine Update**

Sean thanked everyone who has agreed to be interviewed for stories in the magazine and in Industry News. We are continually looking for ways to improve the quality and value of the content we put in our publications. To that end, we are bringing a few new voices to the writing team. For instance, Jess has been adding a lot of content for Industry News and will be doing more magazine articles going forward. The addition of Ashley Stroder to staff gives us an opportunity to bring her voice and experience to articles. We also have another new staff person, Karlee, who has a background in journalism and will be helping us out on the magazine.

Sean also thanked the magazine's program advertisers; their support makes both the print magazine and digital publications like SBC Industry News possible.

## **National Framers Council Update**

Kenny Shifflett reported the NFC membership is up to 227 members. He talked about how they have always had a goal of reaching out to the group of lower tier framing subcontractors, and he was pleased that their membership ranks are outpacing regular members. Kenny also noted that this year's second annual Framing Summit was a great success and had wonderful participation. On July 27, they will be having an NFC regional meeting in Maryland. They are also planning their third Framer Summit at BCMC 2020.

Kenny said they are currently focused on helping framers with the issue of dealing with the legalization of marijuana and how insurance carriers are handling the existence of marijuana in a framer's bloodstream in the event of an accident. It was pointed out that marijuana is illegal at the federal level, so insurance companies may decline these types of claims. However, there will potentially be remedies available through laws to be passed by the individual states. Kenny suggested this is an issue that should prompt all employers to review and update their drug and alcohol policies.

## **Committee Updates**

### *Advocacy (John Holland)*

John expressed appreciation for all he's learned.

### *Executive Committee (Mike Ruede)*

Greg said the TIBC had their fifth meeting today. The weekly calls continue to be a valuable forum to discuss issues as they come up.

### *Management (Jeff Taake)*

Jeff said the FPS is currently out and is due on March 20. He encouraged everyone to participate.

### *Membership (Gene Frogale)*

Gene said we are up seven members over last year. He encouraged everyone to recruit.

### *QC (Jeff Smith)*

Jeff reported the digital QC project continues to move forward and there are more companies currently using the software alongside their manual processes.

### *Safety (Jason Ward)*

Jason said he would like a co-chair from the Emerging Leaders committee.

## **Industry Supplier Updates**

### *Lumber Supplier Update*

Mike Wisnefski reported that the coronavirus is affecting the lumber market because it has affected transportation logistics, particularly in China. He encouraged everyone to monitor it closely. China is a huge consumer of wood fiber and if they aren't consuming at their normal pace, it will have an impact on the market.



Justin Binning stated lumber pricing for Doug-Fir is up significantly. There are production curtailments on the West Coast. Doug-Fir will hit record highs in the next few months. Rain has affected prices of logs in the South. Lumber pricing in the South remains low and is selling at a discount over other species. He suggested there would likely be a Southern Pine correction by June/July.

Jeff Hoggard stated we would continue to see less SPF out of British Columbia and Alberta, so there would be less supply going forward. There will be a slight increase out of the east, but it will not make up for the BC curtailment. There will likely be more European lumber supplied to the U.S. east coast. European supply was strong in 2018 and in 2019 backed off as European mills can more easily sell in other countries.

There was a brief discussion of the push of SYP into western markets like Idaho, Las Vegas, Texas, and even California.

Kirk Nichols from Metsä Wood reported that their log prices in Finland have come down. He said there is more LVL on the market today as more production capacity has come on line. There is an opportunity to get deals on LVL currently because the plywood market is down on the west coast.

Mike at Senco stated the tariffs on nails and staples may have a significant impact on the fastener market. He reported that they are produced using domestic steel and they've received an eight percent increase on prices out of domestic mills and they hope it comes back down.

#### *TPI*

Jay Jones, TPI's new Executive Director, reported on a number of initiatives. The TPI 1 review process is probably the most prominent. The review committee will meet initially next month. The first public review will be in the first quarter of 2021. They don't anticipate the revised version of TPI 1 being referenced in the code until the 2024 I-codes are adopted.

They are also working on revisions to the TPI 2 standard; although they will likely not release it as a standard. They are also updating DSP9 around the middle of the year.

The other two big projects are the Cross-Platform Initiative and Digital QC. They think there is good progress being made on both of these projects.

#### *Truss Plate Manufacturers*

On behalf of Eagle, Baird Quisenberry reported that the steel market should remain stable, with prices potentially coming down. He also reported that Eagle is rolling out new wall panel software and encouraged everyone to check it out.

On behalf of MiTek, Mark James stated they had a significant presence at the IBS show this year. MiTek's goal with builders is to continue to push component framing. They are going to be adding more collaboration tools into the Sapphire software that will make it easier for builders to incorporate wall and floor panels into buildings. They are also making changes in their equipment manufacturing unit to be more laser focused on improving equipment.

On behalf of Alpine/ITW, Kevin Kraft stated that a decrease in housing starts doesn't look like it's going to happen anytime soon. Growth has actually picked up an aggregate of 12 percent. There was a strong end to 2019 and an even stronger start to 2020. There isn't a lot of supply so that is driving demand for new construction. Every month, the future reports appear more and more bullish.

On behalf of Simpson, Darren Conrad reported that the domestic steel supply is stable.

*Truss Industry Business Council*

Kevin reported on today's productive, meaningful conversation in their first meeting of the year. It is a great opportunity to continue having discussions and removing misconceptions. Mike agreed that transparent and open conversation is very important.

**Old Business**

There was no old business.

**New Business**

There was no new business.

**Adjournment**

**Motion to adjourn. Motion by Greg Dahlstrom. Second by Jason Hikel. Motion passed unanimously.**

The meeting adjourned at 9:49 am.

/ss