

The BMSA Bulletin



BUILDING MATERIAL SUPPLIERS ASSOCIATION

August 2024

Calendar of Events

Aug 27:
Mastering the Basics of Microsoft Outlook
(Live Virtual)

Sept 10 & 12:
Introduction to Building Materials
(Live Virtual)

Sept 17 - 19:
Material Takeoff - From Framing to Finish
(Richmond, VA)

Sept 22 - 24:
Roundtable 1
(Charleston, SC)

Sept 1, 3, 8 & 10 :
Basic/Beginner Blueprint Reading & Estimating
(Live Virtual)

Oct 2 - 4:
HR 2 Roundtable
(Savannah, GA)

Oct 8 - 11:
NLBMDA ProDealer Summit
(Savannah, GA)

Oct 9 - 11:
CFO Roundtable
(Boston, MA)

Oct 16 - 18:

A Note from BMSA President, Lynn Schwarz



The 2024 Summer Conference was so fun! Thank you to all the members and their families who attended the event in Chattanooga.

For me, the conference was a bit bittersweet as it was my last Summer Conference with BMSA. I shared with conference attendees at the Saturday night dinner of my plan to retire at the end of 2024.

I have loved being BMSA's President. It has been an honor to serve the members and I am so grateful for the opportunity over the last 10 years. It's time now, though, for me to turn the page to a new chapter in life. It's time for me to focus on family needs. It's time for me to pursue other interests. And it is time for BMSA to have a new President with fresh ideas and energy.

A search committee was formed in June and is actively engaged in finding BMSA's next President. BMSA is financially and organizationally strong, with a dedicated and professional staff. In addition, the Association has an engaged Board of Directors and strong member support. All this will set the new BMSA President up for success. I look forward to a busy fall as we hold roundtables, educational programs and plan for the 2025 Learning Exchange & Expo. I will do all I can over the next four months to make the transition to your new President as smooth and seamless as I can.

**One More BIG Round of Applause...
We Could Not do this Without YOU!!**

Roundtable 3
(Charleston, SC)

Oct 16 - 18:
Sales Manager
Roundtable
(Asheville, NC)

Oct 22 & 24:
Intermediate
Blueprint Reading
& Estimating
(Live Virtual)

Nov 5 & 7:
Advanced Blueprint
Reading &
Estimating
(Live Virtual)

Nov 6 - 8:
HR Roundtable 1
(St. Augustine, FL)

Nov 10 - 12:
Roundtable 5
(Nashville, TN)

Nov 13 - 15:
Roundtable 7
(Augusta, GA)



BMSA SUMMER CONFERENCE **SPONSORS**

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Interior and Exterior Building Products

General Event Sponsor

WHOLESALE MILLWORK

BMSA Summer Conference - 2025



The 2024 Summer Conference was truly de-light-ful. The energy was electric, the insights were brilliant and the memories made were unforgettable! If you missed it this year, we definitely missed you!

But not to worry—you can catch us next year in beautiful Virginia Beach at the Hilton Oceanfront in July 24 - 27, 2025. Mark your calendars and get ready for another epic gathering!

Meet the BMSA Board

Tina is currently the Division Vice President of Sales at Jennings Building Supply in Western North Carolina. Being from a construction family, Tina has truly grown

BMSA 

BOARD OF DIRECTORS SPOTLIGHT



Tina McEachin
Chairwoman
2024 - 2025

up in the industry. From her years in Construction Lending & Finance to growing her personal book of business to over \$20 million annually, she has made quite an impact in every role she's held.

Tina and her husband, David, enjoy spending time on their farm taking care of their horses and loving on their sweet pup, Cricket.

Tina truly understands the importance of relationships and continuing education and is committed to the role BMSA plays in both.

New Roundtables Coming Soon!



The popularity of BMSA Roundtables continues to grow. In fact, dealers from outside the BMSA territory have expressed interest in joining our roundtables! At present, dealers from 20 states are actively participating in BMSA roundtables. We frequently receive requests to initiate new roundtable groups and are pleased to announce three new roundtables launching later this year:

Technology Roundtable – This is for all LBM IT professionals who want to stay on top of best practices and cutting-edge innovation. For IT professionals who want to learn from other IT professionals, this is the roundtable for you. This roundtable will be facilitated by BMSA member Chris Rader of Rader Solutions. After the initial in-person meeting, this roundtable will meet virtually 4 times a year.

Safety Roundtable – Your company's safety practices can make or break a company. Accidents happen, but an emphasis on safety with the proper safety documentation can save your company a lot of money. Facilitated by BMSA's Director of Education & Safety this roundtable will explore a variety of safety related issues, such as DOT regulations, creating a safety culture, common injuries in the LBM industry, conducting safety meetings, etc. Best practices will be shared and pressing issues will be addressed to keep employees safe.

Next Level Leadership Roundtable – This roundtable is designed for those in your organization who you see moving up to a higher degree of responsibility. This roundtable is more structured than most roundtables as there will be a set curriculum focusing on seven key areas of responsibility:

1. Financial Management, 2. Operations, 3. Sales & Sales Management, 4. Merchandising & Marketing, 5. Talent Recruitment & Development, 6. Conflict Management & 7. Technology.

Content experts will conduct each session. The roundtable will meet twice a year for three years. The roundtable is limited to not more than three individuals from a company. Do you want to grow your bench to have the next leader ready to step up? This roundtable will help you have the team you need to lead your organization in the years ahead.

As with all BMSA roundtables, competitors are not permitted in the same roundtable. Therefore, roundtable

LEGISLATIVE UPDATES

August 2024

U.S. Senate Fails to Advance Business and Housing Tax Package

Recently, the U.S. Senate failed to advance a \$78 billion bipartisan tax package that would retroactively extend several key business tax breaks and build more than 200,000 new housing units over the next two years. The bill, known as the Tax Relief for American Families and Workers Act (H.R.7024), has been a key priority for NLBMDA and was overwhelmingly passed by the U.S. House of Representatives in January by a vote of 357-70. Senate leadership brought the bill to the floor where it needed 60 votes to advance, but came up short by a vote of 48-44 mostly along party lines. Many Senate Republicans vote no over opposition to a provision that expands the Child Tax Credit. Despite the inclusion of many favorable business tax breaks, only three Senate Republicans voted in favor: Sens. Josh Hawley (R-MO), Markwayne Mullin (R-OK) and Rick Scott (R-FL). The failed vote signals that advancing any key tax legislation will be on hold until negotiations resume in 2025.

For businesses, the tax deal would have restored 100% bonus depreciation on the purchase of equipment (machinery, computers, trucks, etc.), permanently increased the expensing limits for the Section 179 deduction to \$1.29 million, allowed depreciation and amortization to be used in the calculation of how debt can be deducted under Section 163(j), and reestablished the option of immediate expensing for research and development (R&D) expenditures through 2025. The tax deal also would have made strong investments in the Low-Income Housing Tax Credit (LIHTC) over the next two years that has been a key priority for NLBMDA and housing advocates across the country.

NLBMDA has lobbied lawmakers over the last year for both the business tax relief measures and the expansion of the LIHTC and will continue to urge Congress to take action that supports small businesses and strengthens the national housing market.

(Source: NLBMDA Member Alert, August 2, 2024)

Ohio Employers - BWC True-Up Deadline is Approaching!

A friendly reminder to all private employers to file the annual payroll true-up report to the Ohio Bureau of Workers Compensation. The report should be filed online at www.bwc.ohio.gov. The deadline for Private Employers to file their Payroll True-up Report is August 15!

This report compares BWC's estimated payroll with the actual payroll for the policy period July 1, 2023 – June 30, 2024. Based on the reported actual payroll, BWC will calculate the final premium amount. This could result in a credit to your account, or additional premium owed. **True-up should be completed and any additional premium paid (if applicable) by Aug. 15, 2024.**

Failure to complete the annual payroll true-up report and pay any premium due by Aug. 15

will result in removal from BWC employer discount, rebate, and ratings programs and may make you ineligible to participate in the programs in the future.

If you need help, BWC staff will assist with payroll true-up through the BWC call center but wait times may be extended. All employers are encouraged to use their online account at www.bwc.ohio.gov, which is safe, secure, and efficient.

Member News

Weyerhaeuser Company has been named a winner of David Weekley Homes National Preferred Partner Award. David Weekley Homes, one of the largest privately held home builders in America, recognizes field and manufacturing partners that have consistently operated at the highest levels, as determined by the home builder's supplier evaluation platform. This annual survey recognizes partners with the best rankings in both quality and service performance based on top-tier metrics. **Weyerhaeuser** is a 14-time National Preferred Partner Award winner. Congratulations, Weyerhaeuser!

Culpeper Wood Preservers is promoting from within to fill an important role on its leadership team following the retirement of a longtime employee. Nick Aylor has assumed the role of director of purchasing. He succeeds Jeff Lineberger, who had held that title at Culpeper for 25 years. Congratulations to you both!

LBM Advantage recently announced the appointment of Kirk Yoggy as Member Sales Manager for the Southeast region. Yoggy brings a wealth of experience to this role, having dedicated his entire career to the lumber and building industry. In his new role, Yoggy will focus on serving LBM Advantage's current members and expanding the cooperative's membership in North and South Carolina, Georgia, and Florida. "The LBM industry is in my blood," commented Yoggy. "My experience with premier industry vendors has provided me with a deep understanding of lumber and building products, allowing me to grasp the inner workings of independent lumberyards from a global perspective." Best wishes for continued success, Kirk!



Federated Insurance Launches 2½-Day Risk Management Academy Offering for All Industries in September & November

Federated Insurance® is excited to invite business owners to attend their complimentary 2½-Day Risk Management Academy (RMA) offerings September 17-19, 2024 and November 5-7, 2024. Led by risk management professionals, these sessions will be held at Federated®'s Home Office in Owatonna, Minnesota.

Often, business owners may find themselves so busy in the day-to-day workings of their company that they may have less time to focus on the overall safety of their business. The RMA sessions can help owners in their industry learn how to prevent losses impacting their bottom line by developing risk management best practices, connecting with industry peers facing similar challenges and insurance professionals who are committed to helping owners, and applying what is learned to make a difference at their businesses.

Building a culture of workplace safety starts with business leaders. [Learn more and sign up today](#)

to attend this valuable 2½-Day RMA to help take risk management to the next level. To reserve your spot in the upcoming session, or for more information, please contact FederatedRMA@fedins.com.

(Federated News Release, August 2024)

[Register Here](#)

BMSA ASSOCIATE MEMBERS

BMSA encourages our Dealer members to look first to your Associate members when purchasing products and services. Support those who support your Association and the industry!

-A-

AlSCO Metals
Atlantic Forklift Services

-B-

BlueCross BlueShield of SC
BlueLinx Corp.
BlueTape
Boise Cascade Corp.
Brackett Brothers
BuildPerks

-C-

Carolina Atlantic Roofing Supply
Charles F. Shiels & Company
Charles Grey
Coffman Stair Parts
Copper Creek Hardware
Crumpler Plastic Pipe
Culpeper Wood Preservers

-D-

Dairyman's Supply Co., Inc.
David Wells Consulting
Dealers Supply & Lumber Co.
DMSi Software

-E-

Eastern Engineered Wood Products
E-Cubed Consulting
ECi Solutions
ECMD
ENAP, Inc. (LBM Advantage)
Epicor

-F-

Federated Insurance
Fritch
Fortress Wood Products

-G-

Garden State Lumber
Great Southern Wood Preserving

-H-

House of Forgings

-K-

-N-

NOVO Building Products
Nuvo Technologies

-P-

Packard Forest Products, Inc.
Palmetto Paper Tube
Paradigm
Parksite
Pennsylvania Lumbermens Mutual Insurance
PrimeSource, Inc.

-R-

Rader Solutions
Rex Lumber
Rocco Building Supplies, LLC

-S-

Schaffer Associates
Sedgwick
Simpson Strong-Tie, Inc.
Smith Millwork, Inc.
Snively Forest Products
Southeast Insurance Group
SPAX
Sun Windows, Inc.
Sunbelt Rack/CT Darnell Construction

-T-

TAH Benefits
Toolbx
Troy Lumber Company

-U-

UFP Industries
United Treating & Distribution
U.S. Lumber

-V-

Vann Attorneys, L.L.P.
Vestige Fleet

-W-

Welco Enterprises, Inc.

Keith Pound Sales Co.

-L-

Legacy Pre-Finishing
LJS Solutions
LMC

-M-

Madison Wood Preservers
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