



TIMBERtalk

Summer 2024



Chattanooga Shines: Illuminate Your Summer at the BMSA Conference!

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BMSA SUMMER CONFERENCE July 25-28, 2024

Glow Getters Unite: Illuminate Your Summer at the BMSA Summer Conference!

Get ready to light up your summer with our upcoming conference extravaganza! It's time to mark your calendars and prepare for an electrifying experience like no other. This year, we're turning up the brightness and diving into a glowing theme that promises to illuminate minds, spark connections, and ignite fun for the whole family.

This year's Summer Conference Education line-up includes:

Colorful Updates from Dr. Ed: The Economy in 2024-2025 Can the Fed defeat inflation without causing a recession? Dr. Ed's insights, both as an educator and private investor, have provided tremendous guidance & support to BMSA members over the years. Don't miss your chance to hear him speak on Saturday, July 27th!

Build Your Brightest Team: Proven Strategies for Attracting Top Talent Rikka Brandon is the go-to girl for growth-minded Building Products Owners and Executives who want to hire the right people to take their manufacturing, distribution, or retail business to the next level. Her session is packed with actionable advice you can implement immediately to get more qualified job applicants and hire with confidence.

Light Bulb Moments: The Smartest Moves I've Made: A Panel Discussion Dealers share the smartest moves they believe they've made for their businesses because of peer-to-peer or roundtable involvement. You'll learn why time out of the office spent "on your business"

often leads to the most rewarding discoveries. These leaders will divulge some of their best "light bulb moments" and the results they inspired.

But wait...there's more! We are very excited to introduce new excursions and activities sure to delight the entire family. See Chattanooga from a new angle on the private **Chattanooga Duck Boat Tour**, by land and by sea, it's more than a tour...it's an adventure!

Explore the culinary side of Chattanooga with some history sprinkled in on the **EAT. SIP.WALK. Tour** (for adults only 21yo+) or for the more adventurous outdoor experience, join the **Kayaking Tour** where you will paddle to McClellan Island for a hike to the Bird Sanctuary and a refreshing dip in the river. We also have **The Creative Discovery Museum** on tap as well as Top-golf and whitewater rafting. There is truly something for everyone!

So, are you ready to illuminate your summer? Join us at our conference for an unforgettable experience that will leave you glowing with inspiration and excitement. Don't miss out on this opportunity to learn, connect, and celebrate with us.

Save the date, spread the word, and get ready to shine like never before. We can't wait to see you there!

To register, please visit mybmsa.org/summer-conference



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Westin Chattanooga

801 Pine St.
Chattanooga, TN 37402

Standard Room Rate: \$234*

Suite Room Rate: \$334*

Phone: 423.531.4653 mention BMSA Summer Conference Block

Book Online: mybmsa.org/summerconference

Reservation Deadline: June 26, 2024

*Room rates do not include tax and fees

BMSA SUMMER CONFERENCE

The Future's So BRIGHT!

Schedule of Events

Thursday July 25

- 9:00 am - Executive Committee Meeting
- 11:00 am - Registration Open in the Hospitality Suite
- 1:00 - 3:00 pm - Board of Directors Meeting
- 3:30 - 4:30 pm - Education Committee Meeting
- 3:30 - 4:30 pm - Associate Committee Meeting
- 5:30 - 7:00 pm - Family Pizza Party

Friday July 26

- 7:00 am - White Water Rafting Excursion
- 10:00 am - Duck Boat Tour
- 10:30 am - Top Golf Tournament
- 1:00 - 5:00 pm - Exhibit Setups
- 2:15 pm - **Build Your Brightest Team: Proven Strategies for Attracting Top Talent**



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Unlock the secrets to successful hiring with our session packed with actionable advice! Break the exhausting **3S Cycle of Scarcity, Settling, and Setbacks** by learning to attract the right applicants effortlessly with your Ideal Hire Profile (IHP). Empower yourself and your team to recruit confidently with practical strategies. Join us for an interactive session where you'll leave inspired to implement these game-changing strategies in your business.

3:40 pm - **Light Bulb Moments: The Smartest Moves I've Made - Panel Discussion**

Discover the wisdom of dealers who credit peer-to-peer or roundtable involvement as pivotal to their business success. Explore how investing out-of-office time "on your business" can lead to profound insights. Hear firsthand from industry leaders about their most impactful "light bulb moments" and the transformative results achieved in their lumberyards.

- 5:30 - 7:00 pm - **Youth Welcome Parties**
(All Youth Parties Include Dinner)
- 5:30 - 7:00 pm - **Exhibit Welcome Reception**
Beverages & Hors d'Oeuvres



Sponsor

Saturday July 27

- 8:00 - 10:00 am - Continental Breakfast & Exhibits



Sponsor

- 10:20 am **Colorful Updates: Dr. Ed's 2024-2025 Economic Outlook** - *Will the Feds Tackle Inflation Without Triggering a Recession?*
Dr. Ed, renowned educator and seasoned investor, has been an invaluable source of guidance for BMSA members. Don't miss his insights on Saturday, July 27th in Chattanooga, TN!



PLM
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- 12:30 pm - Chattanooga Food Tour
- 12:30 pm - Kayaking Excursion
- 1:00 pm - Chattanooga Zoo Excursion

- 6:00 - 9:00 pm - **Youth Parties**

(All Youth Parties Include Dinner)

- 6:00 - 7:00 pm - **Chairman's Cocktail House**



Sponsor

- 7:00 - 9:00 pm - **Chairman's Dinner & Reception Party**

Beverages & Hors d'Oeuvres



Sponsor

Sunday, July 28

- 8:00-9:00 am - **Grab and Go Breakfast**





COMMUNITY CORNER

Check out what's happening with your fellow BMSA Members!

Anything going on in your neck of the woods? Celebrations, community service, just plain old fun? Let us know, we would love to share it with everyone!

- 1. Lezzer Lumber** – Recently hosted their annual Kitchen & Bath Training. Over 3 days, 36 employees immersed themselves in the latest trends in kitchen & bath design and enjoyed a Pittsburgh Pirates game to wrap up this awesome event of learning, team building and fun!
- 2. Siewers Lumber & Millwork** - For the second year in a row, Siewers Lumber & Millwork was named one of the 2024 Top Workplaces in Richmond, VA! Congratulations!!
- 3. Tindell's Building Materials** - A special guest paid a visit to the Tindell's team to wish them all a very "Hoppy" Easter! We heard his eggs were to dye for...
- 4. Harbin Lumber Company** – Teamed up with local food truck, Top Dawg Grillers, to celebrate their local educators for National Teacher Appreciation Week.
- 5. Cozart Lumber** – Work hard, play hard! The Cozart Crew enjoys some team building time at Topgolf.
- 6. Mentor Lumber & Supply** – Hosted an on-site workshop for trade students on how to build stairs in partnership with their local school districts.

- 7. Capps Home Building Center** - Celebrated the Official Grand Opening of their newest location in Troutville, VA.
- 8. Southern Lumber & Millwork & Buck Lumber** - Joined forces with Andersen Windows and AIA CRAN Charleston for Dragon Boat Charleston, an amazing organization that promotes physical and mental wellness among cancer survivors and their community.
- 9. Goldsboro Builder Supply** – Supporting their community in partnership with United Way of Wayne County North Carolina as a Hole-In-One Contest Sponsor at their recent golf tournament.
- 10. Lester Building Supply** – Hosted a Lunch & Learn with experts on site to answer questions about Color Guard Railing, Windlass Flooring Collection and Stihl Tools with a Stihl Mini Saw giveaway!
- 11. Smith Millwork** - Congratulations to Phil Osborne on his well-deserved retirement after 19 years of dedicated service at Smith Millwork! Wishing you all the best in this exciting new chapter of your life!

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**THE BMSA OFFICE WILL BE CLOSED
THURSDAY, JULY 4TH**

Calendar of Events 2024

June 4 & 6: Intermediate Blueprint Reading & Estimating (Virtual)

June 5: D.O.T. Series #4 (Virtual)

June 12: Mastering the Basics of Microsoft Outlook (Virtual)

June 18 & 20: Advanced Blueprint Reading and Estimating (Virtual)

June 19: Excelling in Excel: Tips & Tricks (Virtual)

July 25-28: Summer Conference (Chattanooga, TN)

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

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

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

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

October 16-18: Roundtable 3 (Charleston, SC)

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

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

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

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

All listed virtual classes are live, interactive, instructor led courses.

BMSA Spotlight - Empowering Your Team: The Key to Success in the LBM Industry

In the dynamic landscape of the LBM Industry, staying ahead means more than just keeping up with market trends and customer demands. It hinges on the knowledge, skill and adaptability of your team. Educating and training your workforce isn't just an investment; it's a strategic imperative. Here's why:

1. Mastery in Product Knowledge: In an industry as diverse as LBM, where products evolve and new innovations emerge, having a team well-versed in product knowledge is indispensable. From understanding the properties of different lumber types to knowing the latest in sustainable building materials, a knowledgeable team can provide valuable insights to customers and make informed recommendations.

2. Customer Satisfaction: Educated staff are better equipped to address customer inquiries, offer solutions tailored to their needs, and provide exceptional service. Whether it's assisting with project planning or troubleshooting issues, a well-trained team enhances customer satisfaction, fostering loyalty and repeat business.

3. Adaptability to Industry Changes: The LBM industry is subject to various factors, from economic shifts to regulatory changes. A trained workforce is more adaptable, capable of navigating these fluctuations with agility. By keeping abreast of industry developments through ongoing education and training, your team can anticipate changes and pro-actively adjust strategies to stay competitive.

4. Safety and Compliance: Safety is paramount in the LBM sector, where handling heavy machinery and working with potentially hazardous materials are routine. Proper training ensures that your team adheres to safety protocols, reducing the risk of workplace

accidents and liability issues. Additionally, staying informed about industry regulations and compliance standards is essential for avoiding fines and penalties.

5. Professional Development and Morale: Investing in employee education and training demonstrates a commitment to their professional growth and development. This not only enhances morale but also fosters a culture of continuous improvement within your organization. Employees who feel valued and supported are more likely to be engaged, productive, and loyal to their employers.

BMSA is committed to the educational enrichment and professional development of our members and their staff. From in-person training to live virtual classes to pre-recorded trainings designed to take at your own pace, we strive for a variety educational platforms so there is sure to be something that works for everyone. Roundtables are another great option for those desiring to learn from non-competing industry peers in their same position. We currently have 4 Owner Roundtables, 2 HR, CFO, Operations Manager and Sales Manager Roundtables with 3 new ones coming soon (Next Level Leadership, Safety Manager and Virtual IT). And last but certainly not least, we offer a plethora of Safety Services and resources, including on-site safety audits, CPR/AFA/AED Certification, ToolBox Talks for safety meeting guidance and more!

Investing in the education and training of your team is not just an expense—it's an investment in the future success of your LBM business. By equipping your workforce with the knowledge, skills, and resources they need to excel, you'll not only stay competitive in the market but also foster a culture of excellence and innovation within your organization.



Recognizing the Industries Top Dealers of 2024

As the economy continues to seek its footing in the post – COVID redefined landscape, predicting economic trends has been challenging to say the least. Couple this with supply chain interruptions and shifts in the labor market, and you might predict a less than favorable outcome for 2023. While sales did take a hit, leading dealers show no signs of slowing!

We would like to extend a heartfelt “Congratulations” to the following BMSA Members for making the LBM 100 for 2024:

Lezzer Lumber
The Building Center, Inc.
Big C Lumber Company
Harbin Lumber Company, Inc.
Talbert Building Supply

The Lester Group
Garris Evans Lumber Company
Tindell's Building Materials
Goldsboro Builders Supply Co.
Kellogg Supply Company

ONLINE TRAINING



Foundation LMS is an online learning system **designed specifically for lumber and building material dealers**. With courses designed with our industry in mind, it can be your go-to resource for training new hires and existing employees alike. It's simple, convenient and covers all the bases! Courses available include:

Basic Estimating

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Profit & Loss

Project Selling

Onboarding Basics

Forklift Operator Training

As a member of the **Building Material Suppliers Association**, you receive deep discounts on course modules. Your organization code is BMSA08 (the "0" is a zero). Simply enter this code into the required field when you create your user account to receive BMSA membership pricing.

Would you like more information on getting started?
Visit www.foundationlms.org/bmsa





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