

The logo for SBCCA, consisting of the letters 'SBCCA' in a bold, red, sans-serif font. A small 'TM' trademark symbol is located at the top right of the letter 'A'.

SBCCATM

The background of the cover is a photograph of a wooden roof truss system under construction, showing a complex network of wooden beams and joists. A dark blue horizontal bar is at the top. A large red shape, resembling a stylized arrow pointing right, is positioned in the lower-left quadrant. A dark blue shape, resembling a stylized arrow pointing left, is positioned in the lower-right quadrant, overlapping the red shape.

Annual
Report

2022

Message to

SBCA Membership

2022 was a remarkable year for SBCA.

We launched Digital QC, a mobile software platform that will not only revolutionize the way our industry conducts quality control (QC) inspections, but also put robust data sets into the hands of managers so they can make informed decisions about where and how to improve production processes. We feel so strongly about the value of Digital QC that we are offering it for free to all component manufacturer (CM) members.

We reached our ambitious goal of 800 members. While consolidation was responsible for 26 member companies becoming part of other member companies, SBCA's clear value to the industry attracted 135 new members to the association in just one year. This growth was the result of a concerted effort by the Membership Committee and SBCA staff to reach out to non-members and share all that we have to offer them.

We developed closer working relationships and active collaborations up and down our supply chain. Our work with the National Framers Council is fostering great conversations

about how CMs and framers can succeed as partners in the offsite construction industry. Building closer lines of communication with the National Association of Homebuilders (NAHB), International Code Council (ICC), and U.S. Dept. of Housing and Urban Development (HUD), has created opportunities to dramatically increase the use of our industry's products.

Nowhere was all this success more evident than at BCMC 2022 in Columbus, Ohio. We witnessed a more than 20 percent increase in attendance over 2021, and over 800 people (a BCMC record) showed up to see our keynote speaker, Emmitt Smith. The energy on the exhibition floor and in the educational sessions was palpable and encouraging for our industry's future.

These successes are all noteworthy, but they are only just a portion of what SBCA accomplished in 2022. This annual report provides a thorough look at all of SBCA's activities and initiatives over the past year and hints at some of the things we are excited about in 2023. If you have any questions or feedback, we encourage you to reach out to us - we'd love to have a conversation with you.



Gene Frogale
SBCA President



Jess Lohse
SBCA Executive Director

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This annual report provides a thorough look at all of SBCA's activities and initiatives over the past year and hints at some of the things we are excited about in 2023.



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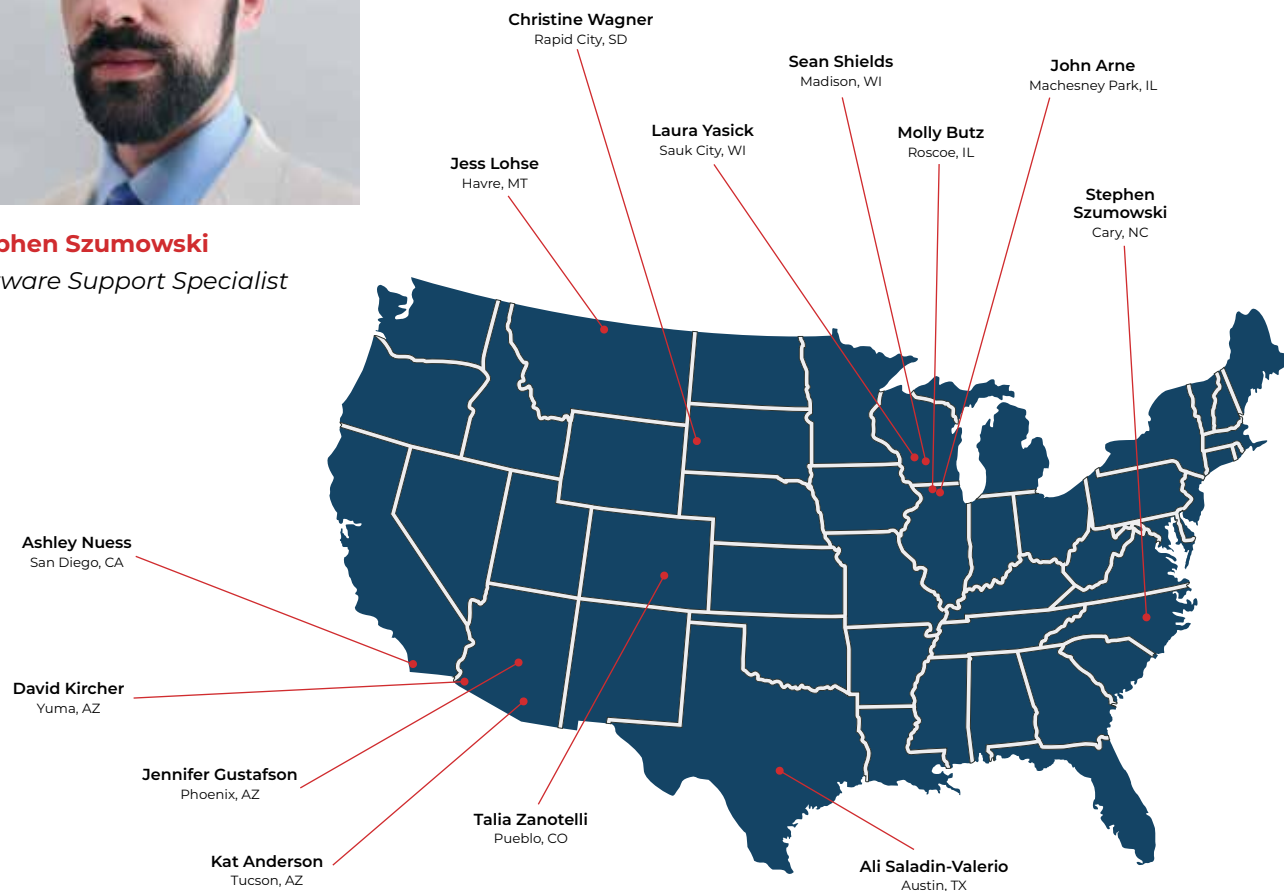
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2020-2022

Strategic Plan Review

This year marked the completion of SBCA's first strategic plan, covering 2020-2022. Little did we know how a global pandemic and change in our management model would have such an enormous impact on SBCA. Our strategic plan provided a steadfast guide to ensure we didn't lose our way during a turbulent time.

From the onset, the strategic plan broke down multiple deliverables into separate strategies that resulted in several strike forces:



Universal Data Standard – Strike Force 1

SBCA completed a draft TPSX report outlining the requirements for a unified data standard and presented it to the Truss Plate Institute (TPI) for review. This work was highly beneficial because it served as the foundation for the common Digital QC output format adopted and supported by all TPI members.

Multi-Mode Education Delivery Strategy – Strike Force 4

SBCA researched and implemented a new learning management system (LMS) as part of its change in management structure. All programs were repopulated and deployed in the new LMS in 2021. Additionally, SBCA engaged The Sharpen Group to conduct an analysis of the quality of all its educational programs, providing valuable insights into immediate and long-term needs to better support programs and enhance member experiences with learning opportunities.

Future Innovations in Component Building – Strike Force 6

SBCA members discussed multiple options for future innovations at multiple open quarterly meetings (OQMs). But the conversations were fragmented and the group never reached a consensus on this topic. However, SBCA enrolled new robotics associate members during this time and created an atmosphere at BCMC in which innovative equipment technologies can be seen and engaged through SBCA's Innovation Grant.

Lumber, Technology & Equipment – Strike Force 2

In 2020, SBCA created a bi-weekly podcast, Lumber Connection, which highlights recent movements and happenings in the North American lumber market. The podcast averages over 500 listens per episode, although its most popular episode, which aired March 17, 2021, had over 1000 listens.

CM Leader Summit – Strike Force 3 & 7

Early in 2020, this concept was frequently discussed, only to run into difficulties in planning in-person events due to the spread of COVID-19. This topic was resurrected in 2022 and will likely be a prominent part of SBCA's next strategic plan represented in multiple areas.

Education Curriculum for Managers – Strike Force 3

SBCA has opened up a number of avenues to distribute lean information as part of this strategy. These activities include leading webinars, podcasts, articles, and BCMC sessions. SBCA remains committed to disseminating lean content in the future through all of its channels. SBCA has also leveraged The Predictive Index and other employment best practices among its staff, members, and board members.

Critical Equipment & Technology – Strike Force 2

An equipment forum was researched, created, and supported through Strike Force 2. Only recently have users been able to access SBCA's Equipment Forum. SBCA plans to bolster marketing and promotion of this online discussion platform as part of SBCA's next strategic plan.

Positive Industry Perceptions – Strike Force 5

Strike Force 5 authored and distributed a successful SBCA Production Line Survey that delivered intriguing insights into how production employees enter the component industry. In addition, a Work Force Development Educational Toolkit was created for members to use to attract new entrants to the industry. This included a *Be Essential* social media campaign that built off the essential nature of the construction industry during the COVID-19 pandemic.

Encourage National & Local/Regional Face-to-Face Activities – Unassigned

This strategy faced a number of challenges throughout 2020 due to the timing of COVID-19. SBCA displayed its leadership position in the construction industry as it returned to in-person meetings in 2021 and held a successful BCMC conference in October 2021. Throughout 2022, SBCA drew a record number of attendees to its OQMs in New Orleans, Williamsburg, and Boston, while also hosting the largest attendance at BCMC since the mid-2000s.

Support of Market Development Activity – Unassigned

At the request of NAHB and HUD, SBCA participated in the 2022 Innovative Housing Showcase in Washington, D.C. This provided an opportunity to engage a wide spectrum of construction industry constituents from across the United States. In addition, SBCA created and filled a new *Director of Market Development* position at the end of 2022 to continue to focus on the promotion of components with specifiers, code officials, builders, and others in the supply chain.

Best Practice Repository – Strike Force 8

Work within this strategy continues as SBCA identifies existing resources in its archives to revise and transition to SBCA's new website and SBCA Media platforms.

Create Entities to Aggregate Buying Power of Members – Unassigned

This strategy was largely regarded as unnecessary and was not pursued at any time during the strategic plan period. However, SBCA has done a significant amount of work improving relationships throughout the component manufacturing supply chain to exert greater influence.

While many things were accomplished during SBCA's initial strategic planning period, there is still much work left to be done. Throughout 2022 and early 2023, SBCA engaged a new strategic planning facilitator and is working towards finalizing a new five-year strategic plan with a ten-year vision. This work built on the previous development of mission and vision statements and allowed SBCA to focus more on detailed strategies within three pillars. A significant focus was placed on the completion of each strategy and driving value to SBCA, its members, and the larger component industry.

2022

Membership Drive Report

At the direction of SBCA president, Gene Frogale, the association set a goal of reaching 800 members by BCMC 2022. In order to achieve that goal, the staff, the SBCA Membership Committee, and SBCA members had to put in their best effort. Not only was this a great challenge to start with, but the consolidation happening in the industry made this goal even harder to achieve. While almost all of the consolidation took place among member companies, meaning that we didn't backslide on dues, we did lose out on counting them as two separate companies. In 2022 alone, consolidation caused 26 member companies to become part of other member companies. Despite these challenges, everyone kept pushing forward.

SBCA staff began executing non-member call-a-thons, in which each staff member made as many recruitment calls as they could to non-members in a two-hour window. Staff also implemented a rebate program for non-members on SBCA Store publications orders. This allowed non-members to allocate the extra money spent on publications from the non-member pricing to their membership dues. SBCA staff also promoted and created an intentional, focused campaign to let all our members know that reaching the goal of 800 members by BCMC 2022 was its highest priority. This goal was promoted regularly in SBCA Media and at all SBCA events. It was also a point of conversation for all staff when speaking with

current members, in an effort to spread the word in their local area that the value of SBCA membership is worth every dollar spent on dues, and then some. Staff set up our *Refer a Potential Member* webpage so our members could send in leads. Many of SBCA's associate/supplier members played a key role in this effort.

One of the cornerstone elements of our membership drive came out of the Membership Committee. It set up a regional membership campaign to create regional membership teams whose focus was to make calls to non-member component manufacturers in their region and express the value of SBCA membership. Once initial contact was made, they would pass the lead along to staff to follow up. You can read more about the regional membership campaign on pages 33 & 34.

After months of hard work, phone calls, and follow-up emails, Gene Frogale announced at the BCMC 2022 Kickoff that we had reached our goal of 800 members. This was a huge accomplishment and staff cannot thank our members enough for the time and effort that went into making this lofty goal a reality.

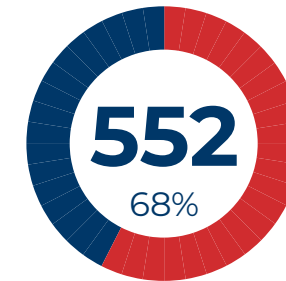


2022

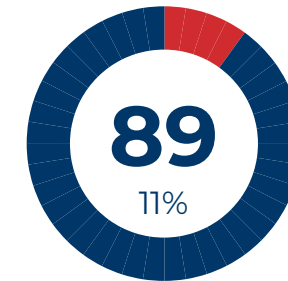
Membership Numbers

808

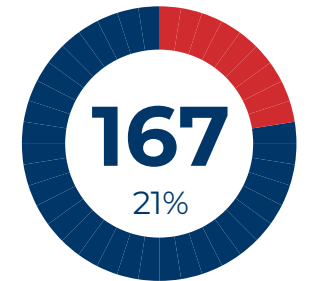
Total Members (CM, Associate, NFC) at close of 2022



Component Manufacturers



NFC



Associates

Number of Members Added by Type:



26 Number of members lost to consolidation in 2022



Number of Members Lost Due to Other Reasons:



BCMC

The Building Component Manufacturers Conference (BCMC) continued its tradition of bringing together structural building component manufacturers (CM) and framers from around the country to learn about the latest trends,

technologies, and ideas throughout the supply chain. Held in Columbus, OH, from September 12-18, the 2022 show saw the largest attendance in 15 years with close to 2000 attendees, with 47 percent of those attendees being decision makers



in their companies. There was a robust show floor with 58,800 square feet of exhibit space accommodating 105 different exhibitors.

The event kicked off with our keynote speaker, Emmitt Smith, who discussed his methods of success and leadership both on the field and after in his current business ventures. The kickoff drew more than 800 attendees, a record number for a kickoff session. The following day, Zonda's chief economist, Ali Wolf, gave the annual economic forecast which attracted just under 600 in attendance. This presentation was followed by SBCA's annual industry awards, which went to the following people: Sean Shields (Hall of Fame); Greg Griggs (Leadership); Bill Howard (Dick Bowman); and Norm McKenna (Dwight Hikel).

The additional education opportunities offered by our 12 breakout sessions were well attended and reviewed, covering a variety of relevant topics such as, "How Automation is Changing the Approach to

Maintenance", "Winning by Growing and Promoting from Within", and "Dispelling the Mystery Behind Mergers & Acquisitions."

In addition to the educational opportunities, there was plenty of time to make meaningful connections with peers at the show. With 28 hours of scheduled networking time, BCMC hosted a variety of ancillary events to help facilitate new connections and conversations. A TopGolf welcome event, golf tournament, Monaco/Casino night, a tour of the Ohio State University football stadium, bike ride, Joe & Adam Kannapell 5K race, happy hours, and more were enjoyed by all who participated. The conference ended with our annual Industry Celebration on the show floor which is full of games, giveaways, music, and refreshments.

There was much buzz about BCMC 2022. SBCA looks forward to powering another successful BCMC | FS in Indianapolis, Indiana, September 18-22, 2023!

OQM

In 2022, SBCA's open quarterly meetings (OQM) took us to New Orleans, Williamsburg, and Boston.

The first meeting of the year brought us to New Orleans, LA, where 89 component manufacturers, framers, and associate suppliers gathered. The week started with a Past President's meeting to discuss SBCA updates and its vision for the future. General sessions began with an Emerging Leaders session on cybersecurity, presented by the experts at Technologix. The following day included Marketing, Management, Membership, and QC committee meetings. The board meeting on the final day welcomed Cheryl Lewis and Mike Callahan to SBCA's Board of Directors, and Jeff Smith to the Executive Committee, and was full of SBCA and industry updates. Networking happy

hours, dinners throughout the city, and a few beignets rounded out the meeting.

In May, we gathered in Williamsburg, VA for our second quarterly meeting of the year, which saw growing numbers with 122 attendees. The Capital Area Chapter sponsored a tour of the Battle of Yorktown before our kickoff session that included TPI updates, a FrameSAFE introduction, and an open forum discussion among CMs and framers to discuss improvements in communication and working together more efficiently. Committee meetings were capped by the introduction of the Finance Committee which was created to provide financial analysis, advice, and oversight of the organization's budget and funds. The first Emerging Leaders pinewood derby races took place during the networking happy hour each

afternoon and quickly became a fan favorite.

Boston, MA was the home of our final OQM of 2022. The meeting saw big changes to the format after suggestions to increase engagement were received. 147 attendees discussed several breakout and roundtable topics including reducing in-plant waste, robotics in manufacturing, and the future of SBCA educational programs. The board meeting covered SBCA major project updates and got the group ready for and excited about BCMC, which was less than two months away. Outside of the meeting room, we took the networking opportunities to the ballfield and rented out the Coca-Cola deck at Fenway Park each night. Group dinners and a team building event at Lucky Strike gave attendees the opportunity to build a

network with new and old connections alike.

With growing attendance and demand, SBCA will continue to make frequent improvements at each OQM to satisfy the needs of our members in an ever-changing industry.



Digital QC

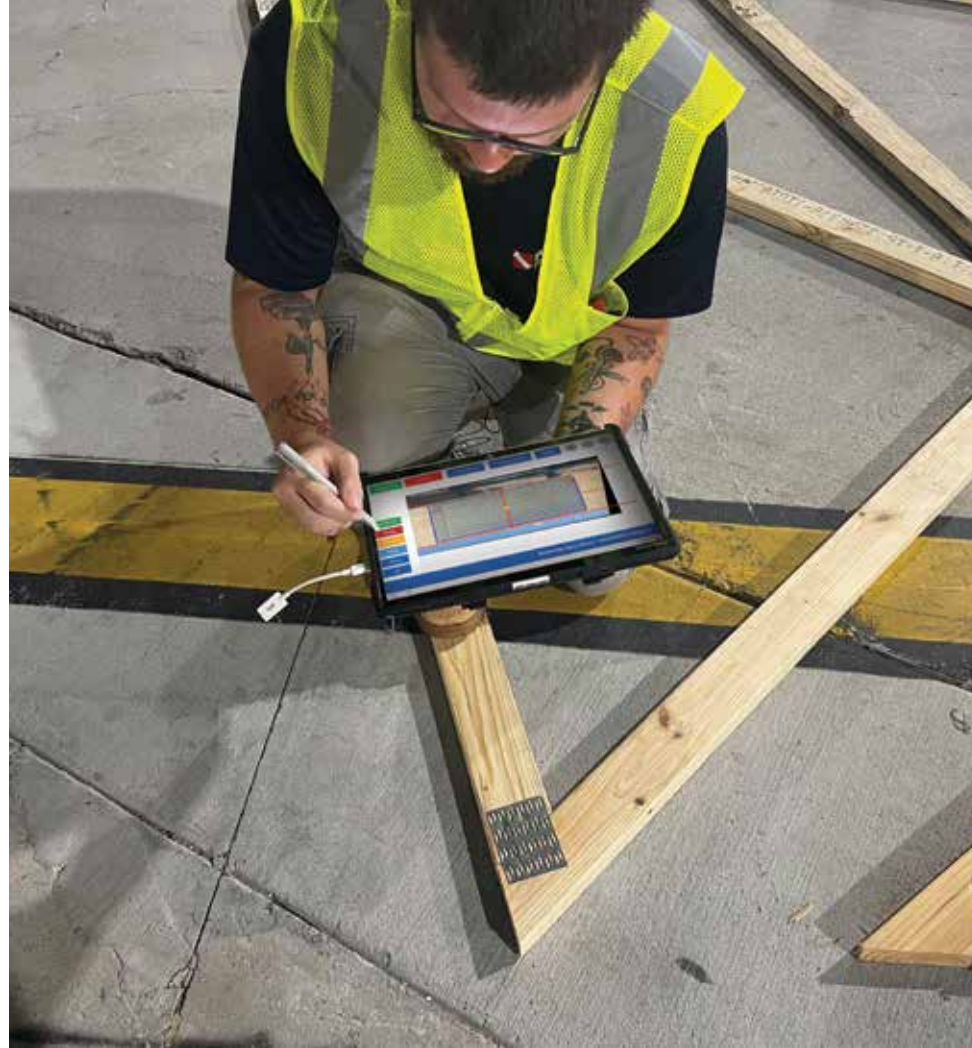
Digital QC is a mobile software platform developed by SBCA that brings component manufacturing quality control (QC) processes into the 21st century. Beyond being a requirement per ANSI/TPI 1, a solid QC program is a great way to measure day-to-day component manufacturing operations in meaningful ways in order to build better structural components.

Before Digital QC was available, the same processes and procedures had to be carried out by hand using paper, pencils, and clipboards; it was critical but time consuming. The work on an electronic digital QC program began several years ago and through that initial development process a minimum viable product (MVP) proved that a digital QC process was possible. And in early spring 2022, SBCA rolled out

an official production version of Digital QC that was completely reprogrammed into an efficient, effective, light-weight app that can be used on a Windows, Android, or Apple iOS mobile device.

Digital QC works with files from Alpine, Eagle Metal, MiTek, and Simpson Strong-Tie. Along with this new, fast, easy-to-use app came a brand-new website for reviewing inspections and creating reports.

The best news is that Digital QC is included in the cost of SBCA membership. Signing up is as easy as filling out the online onboarding form and securing a tablet. The onboarding process is fast



and simple, allowing you to get started the same day. SBCA created an online resources page filled with video tutorials, a quick start guide, FAQs, and recommendations for tablets.

Digital QC saves time on inspections by increasing inspection efficiency. It also allows you to gather meaningful data over time that will help you improve your product and processes, take corrective action where needed, and identify training opportunities for your employees.

There's no question, SBCA's Digital QC brought sexy back to the in-plant QC process!

Innovative Housing Showcase on the National Mall

SBCA, in collaboration with the National Framers Council (NFC), built a house on the National Mall in under nine hours using the most versatile and cost-efficient framing products available to builders today. Through the use of innovative floor truss cassettes and roof truss assemblies, as well as advanced wall panels, this house showcased what is possible through our industry's approach to offsite construction.

This unique opportunity was made possible through the 2022 Innovative Housing Showcase (sbccomponents.com/ihs-2022), hosted by the U.S. Department of Housing and Urban Development (HUD) and National Association of Home Builders (NAHB). Thanks in large part to SBCA's outreach to both HUD and NAHB over the past 18 months, SBCA was invited early on to play a prominent role as an exhibitor in this event. In six short weeks, this structure went from a vague concept to a solid reality just steps from the U.S. Capitol.

Beyond the national media attention and social media campaigns, over 4,500 individuals representing Congress, federal agencies, national and regional builders, and the general public walked through this structure and saw first-hand what component manufacturers and framing contractors can accomplish on today's jobsites. This structure also highlighted how our industry's product help builders design and construct more resilient, sustainable, energy-efficient, and cost-effective structures, all while requiring less jobsite labor and wood material to complete.

SBCA and NFC are already making plans to participate in this event again. In 2023, our industry will be partnering with Piedmont Habitat for Humanity to construct a home that will be deconstructed after the IHS and given to a family living in central Virginia.



A project of this scope was only possible with the help of several SBCA and NFC members located in the Washington, D.C. area:

Components

- ▶ Annandale Millwork & Allied Systems
- ▶ Shelter Systems Limited

Framing Labor

- ▶ Ace Carpentry
- ▶ Bruce L Jones Contracting
- ▶ Modu-Tech

Plans

- ▶ Moment Engineering + Design
- ▶ Drexel Building Supply

Building Materials

- ▶ 84 Lumber
- ▶ Builders FirstSource
- ▶ SENCO
- ▶ Simpson Strong-Tie
- ▶ Weyerhaeuser

Marketing Materials

- ▶ MiTek

SBCA-Led Coalition Protects Industry from Harmful Code Proposals



The 2022 International Code Council's (ICC)

International Residential Code (IRC) Group B Committee Action Hearings (CAH) in Rochester, NY, illustrated the importance of the component manufacturing industry participating in the code development process.

Over the course of three days, the eleven-member residential committee heard over 300 individual proposals for changes to the 2021 I-codes, ranging from simple word changes and

footnote fixes to sprawling proposals that sought to fundamentally change the substance and even the intent of the IRC.

Two of those sweeping proposals were RB245-22 and RB246-22. Authored by John Grenier (RB245-22) of the National Councils of Structural Engineers Association (NCSEA), Stephanie Young (RB246-22) of NCSEA, and Larry Wainwright (RB245-22 & RB246-22) of DrJ Engineering, these two proposed code changes would have altered

the required information on truss design drawings (TDDs) contained in R802.10.1 "Truss Design Drawings," and would have stricken language in R802.10.3 "Bracing," directly referencing BCSI in favor of either a prescriptive approach to truss bracing or a project-specific bracing plan developed by a registered design professional.

These proposals would have had a direct impact on the component manufacturer's design process, and would have added cost, labor, and time to many truss design projects, while also establishing a bad precedent in the code by removing direct references to BCSI, the industry's seminal document on the handling, bracing and installing of its products.

Fortunately, both of these proposals were unanimously recommended for disapproval by the residential committee at CAH. Disapproval was upheld through subsequent reviews and public comments, ensuring the proposals are not part of the 2024 IRC. While the outcome is good, it was not initially assured. At no time did NCSEA or DrJ Engineering reach out to SBCA to make our industry aware of this proposal or attempt to collaborate on its contents. Even after NCSEA was contacted and encouraged to withdraw the proposal in order to work on it with our industry, they declined.

At the code hearings, SBCA executive director, Jess Lohse, built a coalition of opponents to these proposed code changes, including Jay Jones (Truss Plate Institute), Marvin Strzyzewski (MiTek), Randy Shackelford (Simpson Strong-Tie), and David Kuhn (City of Urbandale). In addition, Gary Ehrlick of the National Association of Home Builders (NAHB) testified against the proposal, as



This proposal is a stark reminder that in the absence of bracing guidance in the form of BCSI-based jobsite packages, the engineering community may seek to impose a more costly and time-consuming approach for component manufacturers.

did Sean Shields (SBCA) and additional architects and building designers.

Beyond the unanimous vote for disapproval, one residential committee member, Anne Anderson, owner of Green Mountain Structural Engineering, provided rare commentary from the dais on why the proposal's approach to altering the TDD requirements was both unnecessary and unwarranted, and how pushing engineered bracing solutions had no place in the IRC, given the size and scope of the structures covered in the residential code.

This proposal is a stark reminder that in the absence of bracing guidance in the form of BCSI-based jobsite packages, the engineering community may seek to impose a more costly and time-consuming approach for component manufacturers.

Further, without direct involvement by SBCA, TPI, and affiliated partners, proposals like these could make their way into the building code. Moving forward, SBCA is committed to taking a more proactive approach to model code development and engaging its members in local code adoption processes.

Financial Management Concepts Training

SBCA partnered with The Sharpen Group in 2022 to create a new educational program for SBCA members to help them better understand their financials, accounting systems, and costing in custom manufacturing environments. The Financial Management Concepts Training program is comprised of four sections that include:



We've put enough valuable tools and information into this program that any organization should be able to improve their financial management by over one percent, which represents a significant return on their time investment.

1. **Maximizing Company Value**
2. **The Perspective of the Owner vs. the Perspective of the Operator**
3. **Tools to Understand and Explain Your Business: Accounting, Finance, Economics**
4. **Component Operations Microeconomics: Key Concepts to Maximize Financial Performance**

The curriculum explores key performance indicators, the importance of value-added manufacturing, and operating in environments based on commodity inputs.

Included in the cost of SBCA membership, the Financial Management Concepts Training program is great for everyone involved in an operation's finances. Whether you're new to accounting, or you've got a bachelor's degree in finance, this program offers a wealth of information you DON'T want to miss out on.

The SBCA Executive Committee was clear about its desire to make the program free for members to encourage companies to utilize this brand-new course. They believed that helping

like-minded component manufacturers better understand their finances will lead to a healthy, stable industry in which everyone can thrive.

The modules in this course will help you get into the weeds on your finances and teach you how to truly understand what's happening in your component manufacturing plant. Knowing what drives your costs can save you money, and staying on top of cash flow will keep you profitable. Even having a better basic understanding of your financial statements can help you make better business decisions.

Grab a pen and paper and get ready to take notes; these best practices will take your business finances to the next level!

Electronic Jobsite Packages

SBCA rolled out the original SBCAdocs website in 2016 to fulfill the goal of providing component manufacturers with a digital method for delivering the invaluable handling, installation, and bracing information contained in the pages of an SBCA Jobsite Package.

Using SBCAdocs (the electronic jobsite package website), a user can quickly and easily create a digital document for a specific job, include it with truss design drawings (TDDs) and other project-specific materials, and print it out or email it to everyone involved in the project.

Because the number of mobile devices in the hands of construction industry professionals continues to grow, it's important to consider providing critical content in a digital format.

To ensure the SBCAdocs website remains a quick, reliable method for providing electronic jobsite packages, SBCA undertook a revamping of

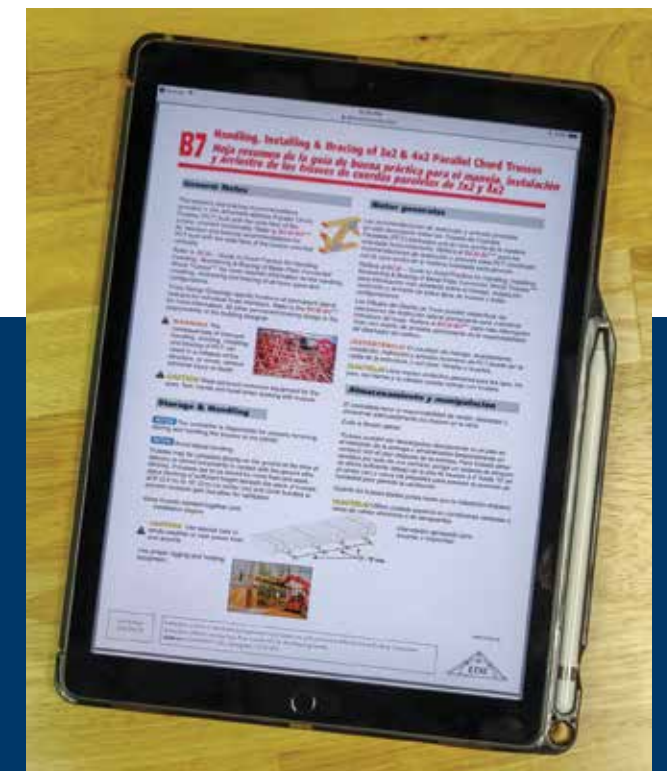
the online portal in 2022. This included updating the technology that supports the front-end user portal and back-end server API into a lightweight, easily upgradable package. The update also includes additional security measures to keep users and their content safe.

SBCA's Jobsite Packages have always been a powerful risk management tool, but the electronic Jobsite Packages give CMs more flexibility in making sure these important documents arrive in the hands of those who need them. Electronic Jobsite Packages can help more SBCA jobsite information, as well as truss placement diagrams and TDDs, find its way into architects' and engineers' plans and specs. In addition, sending an electronic copy ahead of time gets the information to customers sooner in the process while also making the information more transferrable and easier to share.

Each page of the package contains a space at the bottom to display the custom job number, jobsite address, customer name, and CM's company logo. The pages have all been formatted specifically for viewing on computers, tablets, and other mobile devices.



Because the number of mobile devices in the hands of construction industry professionals continues to grow, it's important to consider providing critical content in a digital format.



Safety Exploratory Efforts



In spring of 2022, the SBCA Executive Committee determined it was time for the association to take a fresh look at the industry's approach to developing safety culture and, specifically, how safety training is conducted within the component manufacturing industry. To get the process started, SBCA gathered some of the industry's top safety professionals at an in-person Safety Summit at the 2022 May OQM in Williamsburg, VA.

The group had a robust conversation about numerous safety topics, from which safety tools and delivery methods are the most effective to what a best-in-class safety program should include. The Summit participants shared their expertise and experience about what works (and what doesn't work) to create effective change, improve safety culture, and lessen injuries.

Following the Summit, staff worked to collate and organize the content into a high-level outline that identified the concepts and content crucial for a comprehensive occupational safety and

health management system. Additional work has been done to inventory and re-evaluate existing SBCA safety content and tools to better identify the spaces that will require additional research and development.

Every SBCA member manufacturing location experiences its own safety journey, driven by the specific people, equipment, processes, and procedures chosen and defined by its leadership. SBCA's new safety program will aim to deliver comprehensive resources built around a library of safety content that allows every member company, whether small or large, to quickly and easily find assets they can use to formulate, grow, enhance, or diversify their occupational health and safety management system.

In 2023, SBCA will continue the development of the new safety and health program with the assistance of one or more industry safety experts to help drive creation of new content, refinement of existing content, and selection of relevant and useful delivery tools and technologies.

SBCA Membership Committee Approved Project: Non-Member Focus Group

In August of 2022, SBCA's Membership Committee hired Home Innovation Research Labs to conduct a non-member focus group to gain understanding in the following areas:

- ▶ Perceived value of associations in general
- ▶ Non-member SBCA awareness
- ▶ Perceived value of SBCA and the benefits the association provides
- ▶ Perceived best resources for best practices, industry news, and general help

To ensure the focus group gleaned useful information and reflected the United States component manufacturing industry, the following criteria were set:

- ▶ Participant's employer/company is not a current member of SBCA. Participant must be an owner or senior-level decision maker.
- ▶ Participant has decision-making authority or influence on whether the company joins a trade organization.
- ▶ Participants should be a geographic mix and should be from non-competing markets.

Gender	Title	CM Industry	Current Org Memberships	# Facilities	Primary Metro Areas	Service Area
Female	Manager/Co-Owner	Roof/Floor Truss	BBB	1	Colorado Springs/Ft. Collins, CO	Regional (North-eastern corner of CO and into NE)
Female	Operations Manager	Roof/Floor Truss, Lumber Supply, Door Manuf., Building Comp Store	Construction Suppliers Association	4	Douglas, GA	Regional (60 mi. radius)
Male	Owner	Floor Truss, Wall Panel, Timber	Local HBA, Chamber of Commerce	1	Boise, ID, Salt Lake City, UT	Regional
Male	Plant Manager	Roof/Floor Truss, Wall Panel, Lumber Supply	None currently	1	Fresno, CA	Regional
Male	Owner	Roof/Floor Truss, Wall Panel	None	1	Madison, WI; Chicago, IL; Detroit, MI; Indianapolis, IN	Local
Male	Owner/President	Steel Roof Truss	Truss Plate Institute	1	Phoenix, AZ; Tucson, AZ; San Francisco, CA	Regional
Male	Owner	Roof/Floor Truss	None	1	Miami/Palm Beach/Naples, FL	Regional (SE FL)
Male	President	Roof Truss	NAHB	1	Tuscaloosa, AL	Regional (AL, MS, GA, TN)

Key Takeaways

- ▶ **SBCA needs to work on brand identity** and ensure that all things SBCA are known to have come from the association, thereby increasing the perceived value of SBCA.
- ▶ **There is a need to shift perspectives** and to help component manufacturers better understand the variety of ways in which SCBA can directly benefit members by addressing practical business needs.
- ▶ **As a national industry organization, SBCA should focus on developing channels of connection** for discussion of common issues, education on best practices, and ways in which the industry is evolving.
- ▶ **SBCA is more likely to stimulate interest and strengthen perceptions** of the value of being a member by emphasizing Industry Advocacy, Industry Best Practices, Networking and Education, and Industry News & Information.

get incorporated into our five-year strategic plan, but we have also used this information to start making changes immediately. We have started to focus on and make a concentrated effort to improve our brand. We will be doing this through all our normal channels: emails, social media, phone calls, events, etc., but we will also be changing our messaging for our events and ensuring that everyone knows our events are “Presented by SBCA.” Another major brand awareness effort is SBCA’s 40th Anniversary. We plan to capitalize on this throughout 2023 by tying it into all of our standard logos, making it a focus at the BCMC |FS (Building Component Manufacturing Conference | Framers Summit), and creating a video celebrating the last 40 years of SBCA. All of this will culminate at the SBCA 40th Anniversary Celebration that will take place during the week of 2023 BCMC | FS. We will be celebrating the last 40 years and all the great men and women who have invested time and energy into making our industry what it is today.

Based on the results of this focus group, we will continue to partner with other groups and associations such as NAHB, LMC, AIA, etc. to help grow our brand awareness and become the number one expert of the structural building components industry. We will also continue to add valuable benefits for members such as free Digital QC, free Financial Concepts Training, and free virtual industry roundtables to increase the perceived value of membership.

Overall, this non-member focus group research project resulted in invaluable insights that will help shape the direction of marketing, sales, and membership outreach in 2023 and beyond.

There is a need to go beyond communicating what SBCA offers as benefits by communicating and demonstrating how SBCA and its members are bettering the industry and how the resources are benefiting companies.

The research and findings from the Home Innovation Research Labs focus groups have served as a guide for SBCA in many areas moving into 2023. Not only did this information

2022

National Framers Council Annual Report

NFC Regional Meeting & Charity Golf Event

Each year, the National Framers Council (NFC), a council of SBCA, holds its NFC Regional Meeting & Charity Golf Event at the Turf Valley Resort in Ellicott City, MD. In 2022, the event attracted 108 golfers and 18 sponsors, up from the 101 golfers that attended in 2021. The 2022 event also brought in a total of \$14,100.35, all of which went to charity. From that total, \$7,050.18 was given to Operation Finally Home (OFH). OFH provides mortgage-free homes, home modifications and transitional housing to wounded, ill, and injured military veterans, and to first responders and their families, in honor of their service and sacrifice to country and community.

The other half of the proceeds was donated to carpentry schools and carpentry classes in targeted Maryland public schools for items such as construction supplies, furthering education in carpentry, etc. The following schools each received a check in the amount of \$1,400:

Lansdowne High School - Lansdowne

Edmondson High School - Baltimore

Kenwood High School - Baltimore

Patapsco High School - Dundalk

The Center for Applied Technology South - Edgewater

For information on this year's event, visit the NFC Regional Meeting & Charity Golf Event page.

Framer Summit

The fourth annual Framers Summit was held at the Greater Columbus Convention Center in Columbus, OH on September 13th through the 15th. In 2022, Framers Summit was a separate show from BCMC, but its attendees had access to all of the networking events BCMC had available. This allowed framers and component manufacturers to continue building relationships and strengthening the partnership between SBCA and NFC. Framers Summit 2022 had a total of 75 attendees and 24 exhibitors.

One of the biggest highlights of the show was the education session, *OSHA's Priorities for the Jobsite*, presented by Region V OSHA Director, Howie Eberts. This was a great opportunity for framers to gain insight on how and why OSHA is necessary, as well as best practices to ensure their company is following safety protocols. Some other notable events were the *Mental Health on the Jobsite* session given by Sergio Rojas, *Risk Management for Framers* given by SBCA legal counsel Kent Pagel, and others such as Raw Materials Panel Discussion, the CM/Framer Relationship, and NFC President Chris Breedlove's Vision for the Future. Framers Summit also held its first NFC Project Awards. Ace Carpentry was the winner of the NFC Project Award for Multifamily/Apartment 80,000 sq. ft. or more for their submission of Eckington Park.

In 2023, the NFC's Framers Summit will be fully integrated into BCMC! That means decision makers from both the component manufacturing and framer communities will be flooding the exhibit floor looking for the latest innovative solutions. *For information on BCMC | FS visit our website.* BCMCSHOW.COM



The National Framers Council's highest priority since its inception has been the development of a comprehensive jobsite safety program specific to the framing industry. Now in its fourth edition (v4.1), the FrameSAFE Safety Manual Template ("A Bilingual Guide for Safety on the Jobsite") provides an excellent resource for framers to

create their own safety program that is based on OSHA Standard 1926.20. In 2022, several updates and additions were made to FrameSAFE. NFC added six new toolbox talks, four posters, an update to the Site-Specific Fall Protection Plan Template, and four new AHA Templates. More detail is included below:

New Toolbox Talks

- ▶ Drug and Alcohol Policy
- ▶ Prescription and OTC Drugs
- ▶ Ear Protection
- ▶ Self-retracting Lifelines
- ▶ Before and After the Storm
- ▶ Weather Storm Procedures

New Posters

- ▶ No Smoking/No Vaping
- ▶ Work Safely - My Family Expects Me Home
- ▶ Personal Protective Equipment
- ▶ Wearing PPE Prevents Hazards

Updates to Site-Specific Fall Protection Plan Template

The Site-Specific updates are intended to make it easier to choose the Site-Specific Fall Protection Plan that's correct for the site/situation.

New AHAs

- ▶ Roof Truss Sheathing Installation with Forklifts
- ▶ Balcony Installation
- ▶ Mast Climber/Pump Jack System
- ▶ Overhead Powerlines

Steering Committee

The NFC Steering Committee is made up of the members in the chart below.

Each month these members meet to discuss committee work, challenges in the industry, and any work that the NFC would like to focus on to move the framing industry forward. Some of the Steering Committee directives that have turned into final

products in 2022 include the new NFC website, FRAMERSCOUNCIL.ORG, reinvigorating our Texas members through a local meeting, participating in and partnering with NAHB on a safety toolbox talk specific to framing safety, <https://www.youtube.com/watch?v=3Coxxcv2DU8>, participating in the Dallas Home Builders Association Multifamily Council's Golf Tournament, and the MBIA Builders Mart.

Name	Title	Company	Member Type
Chris Breedlove	President	Ace Carpentry, Inc.	Framer
Kenny Shifflett	Owner	Ace Carpentry, Inc.	Framer
Chris Tatge	Co-Owner	Dynamic Construction	Framer
Scott Stevens	President	Modu-Tech	Framer
Bryan Ables	Owner	Blue Sky Tie Downs	Professional
Pedro Loureiro	President	Nomad Framing LLC	Framer
Tim Aspinwall	Sales	Shelter Products	Associate (National)
Don Groom	CEO/Owner	TrussWorks LLC	Associate (Sponsor: Bronze)
Ryan Hikel	District Sales Mgr.	Shelter Systems Limited	Associate (Sponsor: Gold)
Jacob Knott	Preconstruction & Business Development Manager	Bruce L. Jones, Contractor	Framer
Jarred Swope	Vice President	Colt Builders Corp	Framer
David Schultz	Chief Construction Officer	Simple Homes	Framer

SBCA Committee Updates

The driving force behind SBCA's initiatives and ongoing activities are its standing committees. Each of these committees channel the knowledge, passion, and expertise of SBCA's engaged membership toward improving a focused aspect of the industry.

Executive Committee

SBCA's Executive Committee is one of the busiest, typically meeting each Friday throughout the year. It consists of SBCA's officers (president, treasurer, secretary, past-president) and up to four at-large members. This year saw a transition in members as Joe Hikel and Scott Ward retired from the Executive Committee and Greg Griggs and BJ Louws joined as at-large members. The group monitors SBCA's ongoing operations including its banking and contractual agreements. Executive Committee members oversaw the creation and development of SBCA's Finance Committee, Compensation Committee, and Governance Committee, helping to share and distribute responsibilities and oversight of SBCA's operations.

Finance Committee

The Finance Committee was created to oversee SBCA's financial performance and ensure it is on solid footing with respect to cash flow and funding activities throughout the year. It has developed and recommended a number of policies to SBCA's Board of Directors to help manage free cash flow and funds in excess

of operations. Specifically, the Investment Policy Statement and Operating Reserve Policy it created allows SBCA to interact with external entities to manage and invest funds for future use. The Finance Committee also led the charge in the reemergence of SBCA Foundation and Endowment. It provided oversight and engagement to resurrect SBCA's 501 (C) (3) charitable entity, soliciting initial contributions and populating its board of directors and trustees.

Governance Committee

Throughout 2022, SBCA's Governance Committee also served as the Nominating Committee at the behest of SBCA President, Gene Frogale. It vetted and recommended three new SBCA board members and renominated 13 existing Board Members. In addition to its nominating duties, the Governance Committee oversaw an SBCA bylaw change that allows SBCA's officers to serve a two-year term for greater continuity and long-term stability. Towards the end of 2022, the Governance Committee also initiated an effort for each SBCA chapter to develop its own charter for the better understanding and dissemination of duties.

Emerging Leaders Committee

As SBCA's largest committee, the Emerging Leaders Committee sought to harness the power of its diverse membership by dividing up into four working subcommittees: Education & Leadership, Innovation & Technology, Mentorship & Networking, and Synergy & Promotion. These subcommittees met virtually on a regular basis to tackle issues ranging from developing education content and events to defining industry production metrics and terminology. In addition to moderating industry roundtables throughout the year, EL Committee members worked diligently to improve the exchange of ideas throughout the association and the industry at large. Committee members also hosted the industry's first pinewood derby tournament at BCMC and look to engage more members into this friendly competition in 2023.

Management Committee

SBCA's Management Committee continues to be a keystone for critical projects and subject matter for the association. Each year, this committee oversees the surveys SBCA conducts, including the Wage and Benefit Survey and the Financial Performance Survey. These surveys track financial, wage, operations and industry trends, giving CMs an opportunity to measure their company benchmarks against other companies in the industry. The Management Committee also oversees the association's training efforts in a variety of topics, including the Financial Management Concepts Course (see page 22) and Lean/Process Improvement Education. In 2023, this committee will lead the industry through a complete overhaul of the current SBCA Academy coursebook.

SBCA Committee Updates

Marketing Committee

SBCA Marketing Committee, chaired by Greg Griggs and co-chaired by Justin Richardson, tackled several items throughout 2022. One of the first was reworking the CM Toolbox. The committee voted to make it available to members and non-members alike. It believes that opening these tools up to everyone will increase the amount of components on jobsites. The committee asked staff to update and bring over information from the old website and videos from *Framing the American Dream*. The individual component benefits and videos can be found on the About Components page on the SBCA website. It also decided to rework the *Best Way to Frame* infographics and make them available for download. You can find all of the downloadable infographic, SBCA logos, and the Innovative Housing Showcase timelapse build located on the Marketing Toolbox page of the SBCA website. See one of the reworked Framing the American Dream infographics on the next page.

At the direction of the Marketing Committee, SBCA purchased the Home Innovation Research Labs Market Analysis Survey for both 2020 and 2021 data. This data gave SBCA insight on market share in both the single family and multifamily arenas for roof truss, floor panels, and walls panels in the different regions of the United States. In 2023, SBCA plans to use this data, coupled with our five-year strategic plan and the expertise of our new SBCA Market Development Director, to increase the use of components. One of the ways this information will be made available is via presentations by SBCA to chapters at their local meetings. Market Development Director, Kat Anderson, will be giving these presentations.



THE BEST WAY TO FRAME A HOUSE

You can build **2 ½** more houses with the same crew using Structural Building Components.

Using Components creates **30x** less waste.

Using Components uses **25%** less wood product.

Two identical homes were built side by side. One was stick-framed and the other was framed using structural building components. The benefits of using components are clear.

STICK-FRAMED VS. COMPONENT-FRAMED

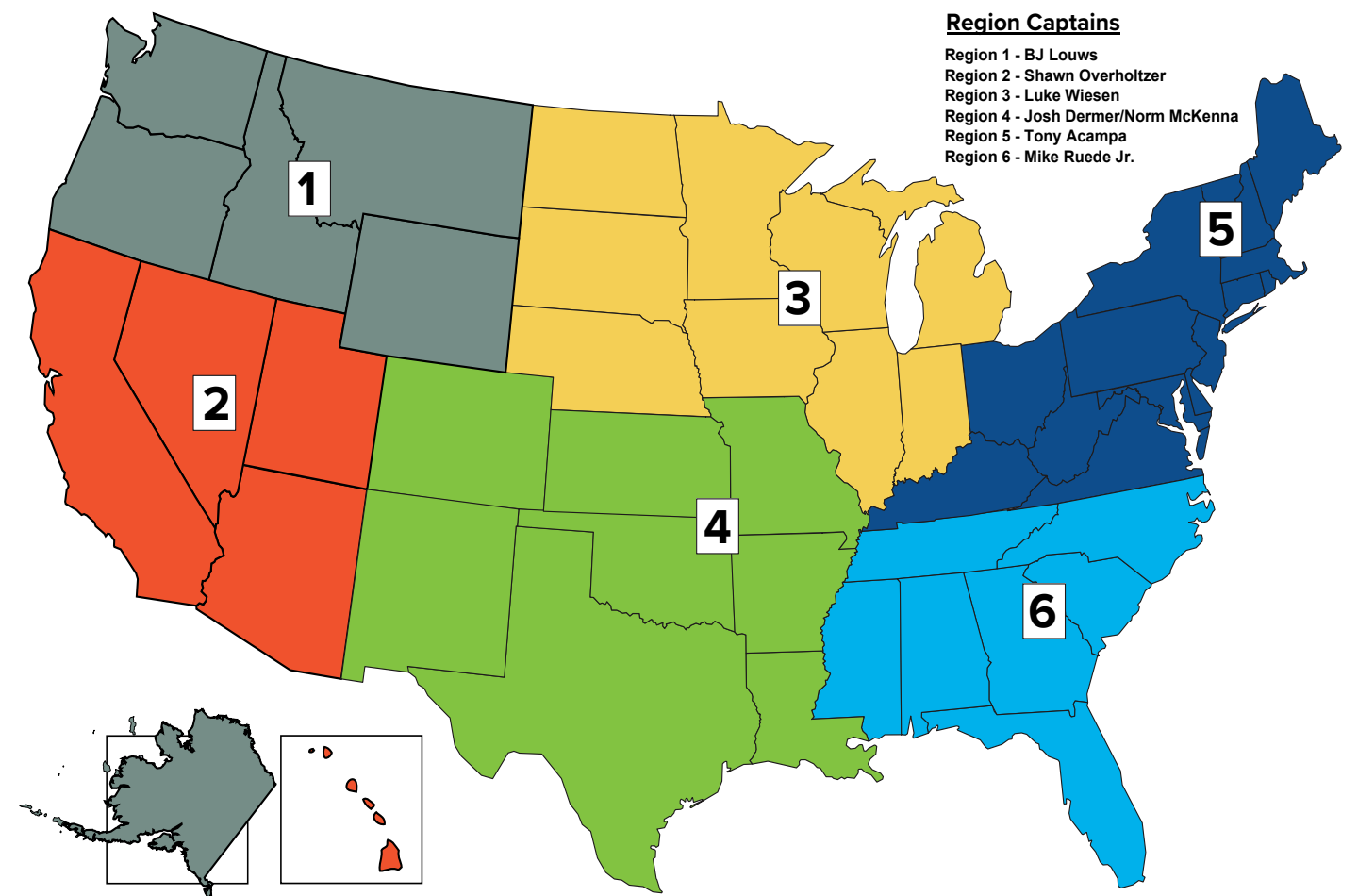
375.5 HOURS	TOTAL JOBSITE HOURS TO ERECT	152.1 HOURS
15 CUBIC YARDS	TOTAL JOBSITE WASTE GENERATED	0.5 CUBIC YARD
20,643 BD FT	TOTAL BOARD FOOT LUMBER/EWP	15,052 BD FT

SAVINGS 223.4 HOURS | 14.5 CUBIC YDS | 5,591 BD FT

Membership Committee

SBCA Membership Committee, chaired by Gene Frogale and co-chaired by Larry Dix II, accomplished some noted feats in 2022. The committee's main focus was to help the association with the membership drive in order to meet the goal of 800 members by BCMC 2022. (To read more about the Membership Drive, see page 14.) To do this, the Membership Committee decided to break the country down

into six regions, appoint a team captain, recruit a team for each region, and task those teams with making non-member phone calls to convey the value of SBCA membership. Once these phone calls were made, the team members passed along any leads to SBCA staff. Staff would then follow up with the leads and work to encourage non-members to apply for membership. This was a very successful plan and was the main driver behind SBCA's accomplishing the 800



member goal. A special thank you to all those who participated on the Regional Membership Teams and especially to the Regional Membership Captains who helped drive this effort across the finish line.

Another useful tool that came out of the Membership Committee was our Top Reasons to Become a Member. This tool was very helpful for members and staff when making calls, because it served as talking points to convey the SBCA membership value. On the next page is the updated version of the Top Reasons to Become a Member.

The Membership Committee also set out to find the reason why some component manufacturers have not joined SBCA. In August, 2022, the committee hired Home Innovation Research Labs to conduct a non-member focus group to gain a better understanding of this issue. To read about the Non-Member Focus Group and its results, see pages 25 & 26.

Quality Control Committee





2022 was a triumphant year for the Quality Control Committee. Digital QC was fully released as a stand-alone program available for Windows, Apple iOS and Android products. The back-end server was rebuilt to scale to any demand SBCA members place on it. The QC Committee also remains engaged in various policy development regarding component quality control best practices, including overseeing opportunities for electronic collection of wall panel QC data.

Technical Advisory Panel






SBCA's Technical Advisory Panel was created in 2022 with members throughout the component supply chain. They include Bob Dayhoff, Roger Wagner, Ken Watters II, PE, Andrew Johnson, PE, Bill Ranieri, PE, and Modi Ahmadi, PE. This group provides a resource for SBCA staff to review any advanced technical questions or issues and acts as a sounding board when reviewing various publications such as BCSI.

E&T Committee

SBCA's Engineering & Technical (E&T) Committee has long provided important review and guidance on technical issues facing the industry, but has been inactive since 2019. In 2022, the committee reactivated and solicited new member applications from throughout the industry. A number of applications were received, but ultimately six members, three of which are PEs, set out on their first task to review revisions made to BCSI between 2015 and 2020 (the most recent version) and make recommendations on which of those updates should be retained going forward. This work was necessary to begin the committee's next big task, that of modernizing BCSI and incorporating input from TPI, framers, engineers, and other interest groups.

- 1 Relationship Building**
Voted #1 by Members!
 SBCA members are willing to share both their wins and their mistakes with other members. Gain invaluable information through these types of relationships.
 
- 2 Jobsite Package Discounts**
Mitigate your risk for \$5 per delivery!
 Members: \$290 (Qty. 50) = \$5.80 each
 Non-Members: \$825 (Qty. 50) = \$16.50 each
Savings on 100 Jobsite Packages with Member discount = Free SBCA Membership*
*dependent upon where company falls on dues scale. AVAILABLE IN PRINT AND DIGITAL!

- 3 FREE Access to Digital QC**
 Improve your quality by utilizing SBCA's Digital QC software and database. This benefit is **FREE** for all SBCA Members.
 
 Sign Up Today!
- 4 SBCRI QA Member Discounts**


	UTILIZING SBCA'S DIGITAL QC	PRICE PER QUARTER/ PER LOCATION
SBCA Member	Yes	\$95
SBCA Member	No	\$190
Non-Member	No	\$400

 Reduce the cost of QA with SBCA!
- 5 Member Pricing on Training**

 - Truss Technician Training 1, 2, & 3
 - Operation Safety
 - Combustible Dust
 - Forklift Safety
 - TRUCK Driver Program
 - Truss Manufacturer Orientation
 - Financial Concents Training
- 6 Education, Exhibits & Networking at BCMC | FS**

 September 18-22, 2023
 Indianapolis Convention Center
- 7 Networking & Education at OQMs**

 - Jan 24-26, 2023: Phoenix, AZ
 - May 1-3, 2023: Nashville, TN
 - July 25-27, 2023: Buffalo, NY
- 8 SBCA Media**

 - Industry News
 - Podcasts
 - Component Connection
 - Lumber Connection
 - SBCA Magazine (Digital & Print)
 - Webinars
 - Social Media
- 9 High-Quality Marketing Materials**

 - Stick v. Component Infographics
 - SBCA Logos
 - Component Build Time Lapse Video
- 10 Stakeholder for ANSI/TPI & Advocacy**

Join Now 

ABOUT SBCA

VISION STATEMENT
 The building industry will use high quality building components provided by SBCA member companies.

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.

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.

SBCA

Media Activities

One of SBCA’s primary goals is to share the value of structural building components throughout the light-frame construction industry, as well as to disseminate fresh ideas and best practices from one component manufacturer to another. SBCA Media accomplished both of these tasks through a variety of media, including SBCA Magazine, SBCA Industry News, NFC Framing News, podcasts, and videos.

SBCA Magazine

SBCA Magazine was published six times in 2022 on a bimonthly schedule and mailed to over 6,200 individuals. In the age of digital media, it is a testament to its value that subscriptions to the physical copy of SBCA Magazine have steadily grown every month. The magazine content focused on timeless topics and incorporated the work of industry veterans and experts on topics ranging from technical and design best practices to workforce development. SBCA Magazine was also made available in a digital format that was emailed out to over 9,000 subscribers at the same time the physical copy arrived in mailboxes.



SBCA Industry News

SBCA Industry News continues to be the most widely distributed communication vehicle for SBCA, with an average of over 11,000 subscribers. The email template was changed significantly in 2022, with images and summaries included with the top three headlines each week and the rest of the headlines listed immediately below. The most-read headline of the previous week was also added to the template to give readers a glimpse of the hottest topic of the week.

NFC Framing News

NFC Framing News is identical to SBCA Industry News, except its content is focused on topics of greater interest to members of the National Framers Council, including OSHA jobsite inspection, workplace safety, regulatory action affecting framing contractors, and jobsite tools and equipment.

Component Connection Podcast

There were 24 Component Connection podcast episodes published in 2022, resulting in over 10,200 listens over the course of the year. This audio-based vehicle explores leadership and management issues facing the component manufacturing industry and also promotes the work SBCA is doing on behalf of the industry.

Lumber Connection Podcast

There were 25 Lumber Connection podcast episodes published in 2022, with over 14,600 listens over the course of the year. With regular guests, Justin Binning and Ken Timmins of American International Forest Products (AIFP), this podcast provides a regular update on the U.S. lumber market and provides guidance to lumber buyers on what to expect in the short term.

Video

In 2022, SBCA Media started sending out, via email, the weekly videos put out by SBCA’s executive director, Jess Lohse. These brief segments give the SBCA membership a summary of the work SBCA staff is accomplishing and what the association is currently most focused on. The goal of these videos is to provide greater transparency, as well as promote the value of the association.

Relationships and Outreach

In 2022, SBCA made a concerted effort to build stronger coalitions throughout the construction industry to promote structural components and create additional opportunities for market growth and innovation.

TPI

SBCA's relationship with the Truss Plate Institute (TPI) is the strongest it has been in several decades. Throughout the TPI 1 standard revision process, SBCA and its members provided robust feedback to TPI. That input was incorporated into the new standard, and there are several changes that will be of benefit to component manufacturers down the road. In addition, when SBCA sought to halt two potentially harmful code proposals from becoming part of the model IRC, TPI was quick to partner with SBCA and work to defeat it (see pages 20 & 21 for greater detail). Finally, SBCA and TPI collaborated on four technical articles published in *SBCA Magazine* in 2022 to share design best practices.

NAHB

SBCA's growing relationship with the National Association of Home Builders (NAHB) was evident early in 2022 at the International Builders Show (IBS). SBCA was invited to give two education sessions in the Building Systems Councils (BSC) lounge, which paved the way for

SBCA to have an education session as part of the main IBS education tracks in 2023. NAHB staff joined SBCA's coalition at the IRC code hearings, and helped SBCA nominate a member to serve on NAHB's Codes & Standards Committee so that our industry can have representation in future discussion on the home builders' positions on code proposals. In addition, SBCA was personally invited by NAHB to participate in the 2022 Innovative Housing Showcase (IHS) on the National Mall (see page 19 for greater detail).

HUD

After an initial meeting at IBS 2022, SBCA has continued to build a stronger relationship with the Department of Housing and Urban Development (HUD). The first step was participating in the IHS 2022, which HUD hosts each year. The success of that event has led to subsequent conversations about potential grant funding to explore ways to convert more stick-built projects in Texas to componentized framing, all in an effort to make residential construction more efficient and affordable in some of the strongest housing markets in the country.

Home Innovation Research Labs

SBCA has worked diligently to improve its relationship with Home Innovation Research Labs. Following up on SBCA leadership's tour of Home Innovation Research Labs' facilities in 2021, SBCA engaged its staff to conduct a series of non-member focus groups (see pages 25 & 26 for greater detail) with CMs, resulting in a final report to shape SBCA's membership recruitment approach for years to come. SBCA also utilizes Home Innovation Research Labs' data to better understand component (roof, floor, wall panels) market share in top metropolitan statistical areas and all fifty states. Home Innovation Research Labs regularly attends SBCA's OQMs and often participates in OQM sponsorship opportunities.

LMC

The Lumbermen's Merchandising Corporation (LMC) is a building material buying cooperative that several SBCA members belong to and rely on for material purchasing power as well as market development through two-step purchasing. LMC's growing membership of component manufacturers has led to a strong collaborative effort between SBCA and LMC that has led to more LMC members joining SBCA and taking advantage of member benefits such as reduced costs for jobsite packages, training programs, and BCMC registrations.

JBREC

In 2022, SBCA and John Burns Real Estate Consulting (JBREC) launched the Structural Building Components Survey, a quarterly sentiment survey specific to the component manufacturing industry. JBREC is a leading housing data company and has proved to be the perfect partner to collect hard data sales, volume, and market growth data from a large section of the industry. The four surveys conducted in 2022 provided unique and valuable insight into the component manufacturing industry that has never been available before.



Market Development

Outlook

Overall, the outlook for the Component Manufacturing industry and market share for manufactured structural building components such as roof trusses, floor trusses, and wall panels in the U.S. is expected to gain momentum in the coming years despite current inflation-driven cooling. A growing demand for sustainable, affordable, and efficient construction methods, as well as advancements in technology that make offsite construction more feasible and cost-effective are leading factors in broad adoption of any offsite construction strategy.

However, challenges remain, such as resistance to change, cost and supply constraints, perceived design limitations, design, and production technology disconnects cross-industry fragmentation, inflation, economic disruptions, aging infrastructure, and the ongoing need for specialized skills across all sectors of the built environment. Nevertheless, the benefits of offsite construction can outweigh these challenges, and when done right, provide a means to solve the pervasive and systemic pain points facing the building industry. Offsite Construction and the use of structural building components has seen an increasing trend in recent years. This demand was catalyzed by the pandemic which exacerbated the material, labor, and supply pipelines forcing many of the players in the built environment to expand their typical relationships and construction methods, opening the door to an uptick in the use of building components. A prime example of this is the increased adoption of open web floor trusses for multifamily

developments. This shift highlighted the many existing benefits of component building vs the traditional stick-frame building method—increased efficiency, reduced waste, improved quality control, reduced labor burden, safer onsite assembly, greater accountability, and an increasingly shortened time-to-market. The term “Offsite Construction” is gaining momentum but lacks clarity for true understanding at the consumer or end-user level, thus providing an opportunity to steer the conversation in the right direction. As industry leaders in advanced construction with the largest market share of offsite construction products and services available, CMs are in a unique position within the broader building industry to define, educate, and promote the full spectrum of offsite construction – from the benefits, similarities, and distinctions between the products, methodologies, and capabilities across the spectrum – from onsite stick-framing to fully modular and manufactured homes.

SBCA

Auxiliary Entities

SBCA Foundation & Endowment

SBCA has long held a 501 (C) (3) charitable foundation. The primary difference between SBCA (501 (C) (6)) and SBCA Foundation & Endowment (501 (C) (3)) is that a member organization like SBCA primarily serves its members for trade or business purposes while SBCA Foundation & Endowment primarily serves the general public. Originally known as the Carbeck Institute and subsequently SBC Foundation; SBCA's Finance Committee, at the direction of the Executive Committee, resurrected and renamed it to be SBCA Foundation & Endowment. SBCA, with the help of its legal counsel, reorganized the entity in the state of Texas and created new bylaws outlining its operations.



Giving back to our community through philanthropic avenues to improve housing-related opportunities for the disadvantaged.”

SBCA Foundation & Endowment is currently performing a capital raise and has received contributions and commitments of over \$1.25 million at the end of 2022. It will serve as an avenue for members of the component industry to provide charitable contributions via chapter outings (golf tournaments, skeet shoots, etc.), fundraising efforts, and even estate planning purposes. To learn more about SBCA Foundation & Endowment, and to make a contribution, please visit: www.sbcacomponents.com/sbca-foundation

Truss Publications Inc.

Truss Publications Inc. is a for-profit subsidiary wholly owned by SBCA. It operates *SBCA Magazine* and a number of SBCA Media efforts. The Internal Revenue Service considers trade magazines (like *SBCA Magazine*) as activities outside of a typical non-profit 501 (C) (6) organization and as a result applies an Unrelated Business Income Tax to any advertising proceeds. Operating *SBCA Magazine* out of Truss Publications Inc. allows for easier accounting and expense tracking for these purposes and maintains SBCA's non-profit status with the IRS. Recently SBCA, with the help of its legal counsel, reorganized Truss Publications Inc. as a for profit C-corporation in the state of Texas, aligning it with SBCA's other subsidiaries and SBCA's long-term strategy to base itself in a favorable jurisdiction.

SBCRI

Structural Building Components Research Institute (SBCRI) is an ISO/IEC 17020 accredited organization that performs quality assurance inspections primarily for CMs. It is accredited to inspect wood trusses, steel trusses, wood wall panels, and steel wall panels. John Arne heads up SBCRI's third-party quality assurance program and helps CMs maintain their high level of product quality through effective and cost-effective solutions. David Kircher operates as a quality assurance inspector auditor. David stresses his first priority is working alongside CMs as an extension of their team, helping them successfully navigate quality criteria and operations requirements through accurate, non-biased compliance feedback. To learn more about SBCRI, please visit: www.sbcricri.info

Financial Position

Overall, SBCA performed well from a financial perspective throughout 2022. Revenues were up 21.45% over 2021 due to increases in membership, SCORE participation, participation in educational programs, and a well operated BCMC. Publications and advertising revenues increased marginally while quality assurance inspection activity was flat.

SBCA members' robust engagement in programs, events, and services allowed it to realize revenues in excess of expenses for a second straight year. Salaries expense were up 9% over the prior year with additions of our Software Support Specialist to support Digital QC and the addition of our Market Development Director late in the year. Increased attendance at OQMs and BCMC increased food and beverage expenses significantly over 2021. SBCA also made significant investments in delivering and maintaining Digital QC and a new Financial Concepts Training program available at no additional cost to SBCA members. As SBCA settles into its new management structure, anticipate more robust usage across all expense categories to further drive member value in all areas and operations.

SBCA's Budget

SBCA's budget is based on guidance and approval from SBCA's Board of Directors according to determined priorities and SBCA's Strategic Plan. SBCA strives to provide and maintain transparency with its membership regarding the association's budget and financial status. The Board of

Directors approves and reviews SBCA's financial status monthly, which enables SBCA to maintain a strong and focused direction. The annual audit was conducted by SBCA's auditors Porte Brown LLC, in accordance with generally accepted accounting principles, GAAP. The 2022 audit confirmed the financial health of the association.

Investment and Reserve Policy

The Board of Directors has recently created a Finance Committee to create and administer an Investment Policy Statement and Operating Reserve Policy to maintain reserve funds for SBCA to weather any upcoming economic downturns or prolonged hardships. Funds designated to the Operating Reserve Policy are overseen by a professional investment manager vetted and selected by SBCA's Finance Committee. Use of these funds and at a future date will be vetted by the Finance Committee and approved by the Board of Directors. Under this policy, when authorizing expenditures from the reserves, the Board will approve a plan to replenish the amount expended.



BCMC

BUILDING COMPONENT
MANUFACTURERS CONFERENCE

FRAMER SUMMIT

PRESENTED BY: **SBCA** CELEBRATING 40
1983-2023 FOR THE STRUCTURAL FRAMING INDUSTRY

September 18-22, 2023 Indianapolis, IN

SBCA

Open Quarterly Meetings

January 24-26, 2023
PHOENIX, AZ

May 2-4, 2023
NASHVILLE, TN

July 25-27, 2023
BUFFALO, NY

