

SBCATM

Annual Report 2023



Message to SBCA Membership

Continued Success in 2023

This past year proved to be another opportunity for growth for SBCA. Our association finalized and adopted a five-year strategic plan, setting us on a pathway for success over the next several years. We also continued our record engagement levels at OQMs, spread across the country in Phoenix, Nashville, and Buffalo, as well as BCMC in Indianapolis.

2023 was a special year as SBCA celebrated its 40th anniversary. We captured several past presidents and industry leaders on video, culminating with a historical documentary-style short that showcases many of the people who have made SBCA what it is today. This effort rounded out with a first of its kind industry dinner during BCMC week at the Indiana Roof Ballroom; a night not soon to be forgotten! Through this effort, SBCA members raised \$75,000 for the SBCA Foundation and Endowment.

In addition to remembering our past, SBCA set its sights on the future, establishing an Education Committee for the first time to help coordinate educational and training efforts throughout OQMs, BCMC, and our learning management tools. This unified effort for education will allow SBCA to modernize its offerings, while expanding its educational reach across the construction industry and honing its CM specific training. This committee is quickly off and running, and looking to drive success as we enter 2024.

Beyond that, SBCA's membership continued to increase. After last year's efforts to reach 800 members was successful, we employed many of the same techniques to further the reach of best

practices, safety documentation and aids, and product quality efforts throughout the industry. SBCA remains the best solution for component manufacturers, framers, and their suppliers to network, engage with one another, and drive the industry forward.

SBCA also continues to focus on driving member value. In 2023, we significantly reduced quarterly fees associated with SBCRI's quality assurance audit program. Combined with our no-cost Digital QC program, SBCA members have access to industry leading quality management tools that allow them to be compliant with relevant codes and standards and produce high quality components. Beyond this, SBCA also reduced advertising rates for associate members who advertise in *SBCA Magazine* and continue to support our industry. Enhancing member value continues to be a focus for SBCA to ensure we remain your business' best solution for information and best practices.

These are just a few of our accomplishments throughout 2023. Read on to better understand all the activities SBCA engaged in and how that sets us up for success in 2024 and beyond. As you read, imagine yourself as part of future efforts by participating in a committee, attending an OQM or BCMC, or partaking in one of SBCA's many programs and offerings!



Jeff Taake
SBCA President



Jess Lohse
SBCA Executive Director

Annual Report

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Read this report to better understand all the activities SBCA engaged in and how that sets us up for success in 2024 and beyond.

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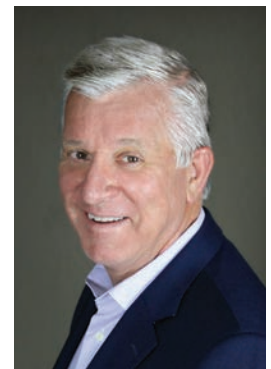
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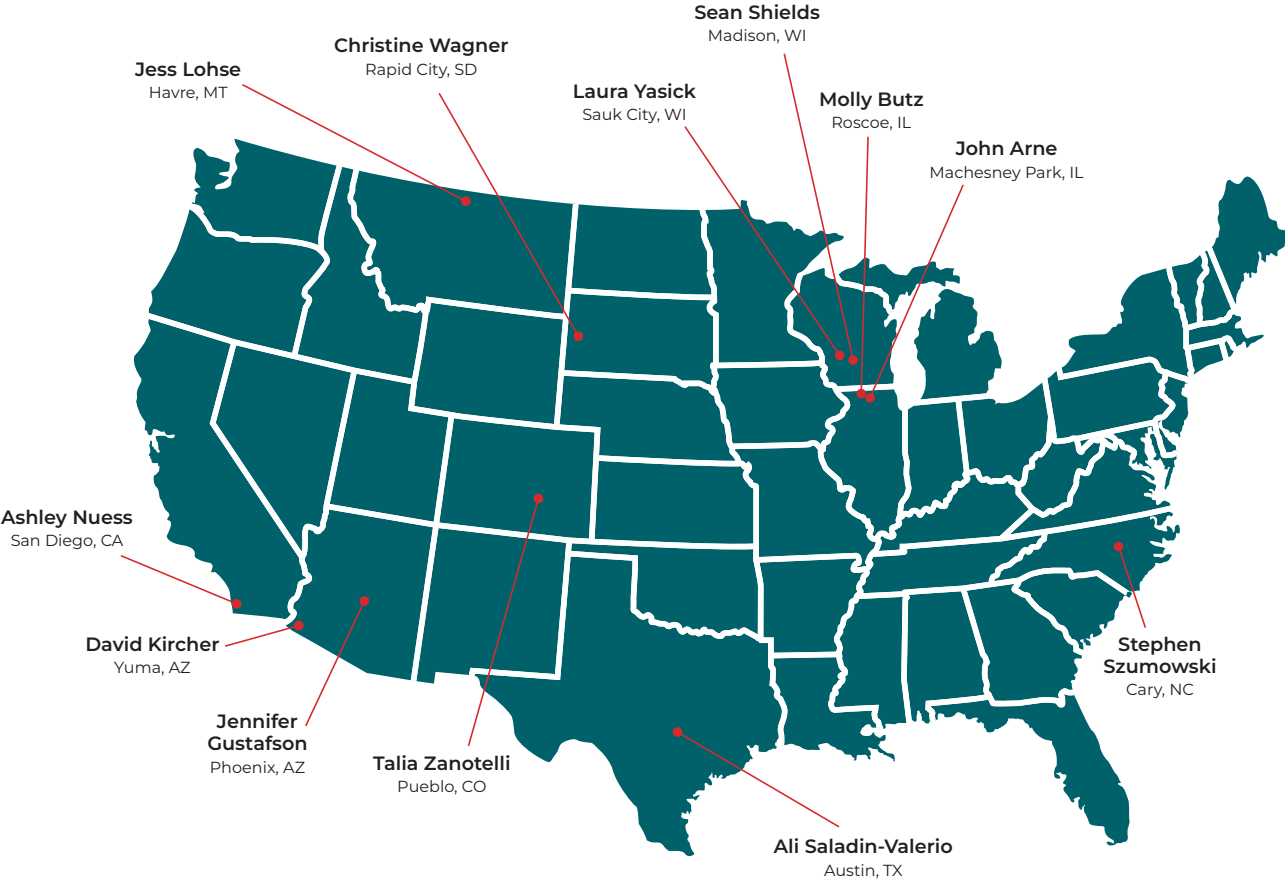
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2023

SBCA Strategic Plan

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In early 2023, SBCA developed a five-year strategic plan outlining the priorities and efforts of the association over the next several years. SBCA engaged Widerlite Coaching & Consulting (WC&C) to facilitate the creation of a new strategic plan, building on SBCA's original strategic plan which was developed in 2019/2020. WC&C organized 16 component manufacturer members, a framer member, and five staff members into a strategic planning group which participated in various surveys, working groups, and in-person meetings. These efforts identified three Strategic Pillars and Goals with nine Strategic Initiatives which will guide SBCA's activities and priorities over the next five years.



Strategic Pillar 1:

Grow and Engage Membership

As a member-centric organization, SBCA will retain and recruit members by meeting and advocating for the needs of building component manufacturers.

STRATEGIC GOAL: By 2027, SBCA will achieve membership from at least 25% of the market opportunity of component manufacturers and maintain a 97% retention rate.

1.1.1.

Define, promote, and market the SBCA membership value.

1.1.2.

Emphasize and enhance additional networking opportunities for members.

1.1.3.

Increase the active engagement of members throughout all levels of SBCA.



Strategic Pillar 2:

Innovate and Adapt

SBCA will be a catalyst and incubator for innovation in the structural building component manufacturing space and will implement strategies to address environmental factors in the offsite construction industry.

STRATEGIC GOAL: By 2027, SBCA will attract at least 10 new innovators and 10 innovations that improve systems, processes, and/or services that are adopted and make a business impact for our members.

2.1.1.

Attract, encourage, and recognize innovators in the structural building component manufacturing and offsite construction industry.

2.1.2.

Create and implement strategies to address the environmental factors (e.g., ongoing consolidation in the industry, workforce shortage, economy, etc.).



Strategic Pillar 3:

Demonstrate Expertise

In order to remain relevant and to add value for its constituents, SBCA will position itself as an expert in structural building component manufacturing and offsite construction.

STRATEGIC GOAL: By 2027, SBCA will launch a preferred knowledge center for its members and constituents that keeps them engaged.

3.1.1.

Create, implement, and resource the structure to provide industry specific support and service.

3.1.2.

Promote an easily accessible knowledge center.

3.1.3.

Modernize and deploy educational and training curriculum for constituents.

3.1.4.

Advocate on behalf of the interests of SBCA members with its constituency groups.

The SBCA Board of Directors approved the Strategic Plan at its May 4, 2023 board meeting. Staff and various SBCA committees immediately commenced work towards achieving the objectives outlined in the plan and robust progress was made, focusing on the following initiatives:

2.1.1. Attract, encourage, and recognize innovators in the structural building component manufacturing and offsite construction industry.

3.1.3. Modernize and deploy educational and training curriculum for constituents.

1.1.1. Define, promote, and market the SBCA membership value.

1.1.3. Increase the active engagement of members throughout all levels of SBCA.

SBCA staff provides updates to the SBCA Board of Directors at each OQM, outlining progress made towards each initiative and how that progress impacts the overall goals while also soliciting input from board members on whether the initiatives and objectives are still the most pertinent and applicable to SBCA's long-term success.

BCMC

The Building Component Manufacturers Conference (BCMC) took us to Indianapolis, IN in September 2023. The show was the most well attended since 2006, bringing together structural building component manufacturers (CMs) and framers from around the world for a week of learning the latest trends, technologies, and ideas throughout the supply chain. The show was anchored by the robust exhibit floor with over 60,000 square feet of exhibit space amongst 122 different exhibitors.

The show's keynote speaker, Rob O'Neill, was buzzed about throughout the week between the 800 people who attended his address. The leader of Seal Team 6, and the individual who fired the fatal shots of Osama Bin Laden, O'Neill, discussed leadership, decision making, and high-pressure situations. The kick-off also included the handoff from former SBCA President, Gene Frogale, to current president, Jeff Taake. The following day, Ali Wolf, Zonda's Chief Economist, gave the annual economic forecast which attracted close to 600 attendees and was, as always, a well anticipated presentation.

The 15 breakout education sessions attracted large groups and great discussions. Topics included: *Getting Creative with Your Value Add*, *The Song That Never Ends: Harness the Power of Continuous Improvement*, and *The Basics of Lumber Futures Contracts*. The show's education offerings ramped up in 2023 with the addition of

supplier-led sessions. Five sessions were selected through an application and committee selection process to offer ideas and solutions of pain points from a different perspective, including a session presented by 4Ward Solutions Group featuring a panel on *Robotics and the Evolution of Component Factories*.

Another new facet to the show was the introduction of the SBCA Innovation Grant. The grant gets awarded to a company with an innovative product, tool, service, machine, or idea in the structural building components and framing industry. There was an application and selection process which awarded Vekta Advanced Automation for their raking framer, rising over 26 other applicants.

Aside from the wide variety of educational opportunities, BCMC provided many networking opportunities throughout the week. With over 25 hours of scheduled networking time, BCMC hosted a variety of ancillary events to help facilitate new relationships. A social welcome event, golf tournament, SBCA's 40th Anniversary Dinner, two different tours of the nearby 84 Lumber plant, annual bike ride and 5k race, happy hours, and more were enjoyed by all who participated. The week concluded with our annual Industry Celebration on the show floor, which consisted of games, giveaways, music, and refreshments.

BCMC is a week that is not to be missed and we hope to see you in Milwaukee, WI, October 7-11, 2024!



MAJOR ACTIVITIES

OQM

SBCA's Open Quarterly Meeting (OQM) attendees travelled to Phoenix, Nashville, and Buffalo in 2023, where a variety of educational and networking opportunities were enjoyed by all.

January brought us to Phoenix, AZ where 175 component manufacturers, framers, and associate suppliers gathered. The week started with our Strategic Planning Committee meeting to finalize SBCA's 5-year strategic plan. The first day also allowed attendees to join one of four different offsite tours, including a MiTek stamping plant, Truss Fab Components, a multi-family jobsite, and Frank Lloyd Wright's Taliesin West. General sessions began on Wednesday morning with breakout roundtable topics followed by a group discussion aimed at internally defining the question "what

is offsite construction?". After the day's sessions, attendees split into groups for a race around the city during our scavenger hunt team-building exercise. The board meeting on the final morning introduced the Innovation Grant, along with chapter and committee updates.

The next OQM took place in Nashville, TN for another three days of education and networking. The meeting began with an update from Molly Halliday of Operation Finally Home and an introduction to the SBCA Foundation and Endowment through a trustees panel. The second day included meetings, breakout roundtables, a strategic plan update, and a team-building activity. The week was completed with enjoying the live music and entertainment available throughout Music City.

40th Anniversary Celebration

On Tuesday, September 19, 2023, SBCA celebrated its 40th anniversary with a spectacular gala that started with champagne and ended with dips and spins on a lively dance floor. It was unlike anything the organization has hosted before, and likely will remain its most elegant endeavor until the organization celebrates the big 5-0.

Everyone sparkled in their best attire, from the red velvet sport coat worn by SBCA past president, Mike Ruede, Sr., to the dazzling red dress worn by SBCA Managing Director, Molly Butz, who also emceed the evening. The evening was glamorous; filled with smiling faces, warm conversation, and even a few tears as people either laughed or cried at stories from the past four decades.

It wasn't just a night to celebrate the accomplishments of the association, it was an opportunity to recognize and honor the many individuals who contributed their time, passion, and wisdom over the years to improve the industry in meaningful ways. With headshots of past

presidents and photos of memorable past events on screens overhead, the gala paid tribute to the significant impact the organization has had on the industry's growth.

The dinner was punctuated with theatrical flairs, from a sudden thunderstorm to start the food service to every salad brought out simultaneously in a dramatic procession that made it clear there was sufficient waitstaff to promptly attend to everyone's needs throughout the evening. Once dessert was finished, the live band eagerly dove into several hits spanning the decades, which made the dance floor a popular place throughout the rest of the evening.

In between courses, the SBCA annual awards for 2023 were announced. MiTek's Norm McKenna was inducted into the SBCA Hall of Fame for his significant contributions to membership recruitment and support of the Truss Manufacturers of Texas (TMAT) chapter. Alpine's Kevin Kraft was awarded the Dick Bowman

Buffalo, NY hosted our final OQM of 2023 where over 160 industry experts gathered. Committees had the opportunity to meet, including a joint Marketing and Membership Committee meeting to streamline efforts for the future. The meeting introduced the new Education Committee and the SBCA LaunchPad, which created excitement. Two different roundtable sessions allowed attendees to discuss pain points in their businesses and gain insights from others with similar experiences. Group dinners, happy hour, and a Buffalo Bison's baseball game rounded out the week in western New York.

SBCA looks forward to continuing the history of improvement for each OQM throughout 2024 as we ramp up education in Texas, North Carolina, and Washington State.



Industry Enthusiast Award for his commitment and support of BCMC and the association. Dave Brakeman, PE, received the SBCA Industry Leadership Award for a career spent promoting sound engineering concepts throughout the industry. Finally, Tom Whatley was given the Dwight Hikel Humanitarian Award for his humble

generosity and giving spirit that has impacted so many in the industry.

If you are interested in learning more about SBCA's 40-year journey from its humble beginnings to today's national organization, check out the video posted on SBCA's website: sbaccomponents.com/about-us.



Innovative Housing Showcase

The Structural Building Components

Association (SBCA) and the National Framers Council (NFC) framed a two-story house on the National Mall in less than 12 hours as a demonstration exhibit in the 2023 Innovative Housing Showcase (IHS) put on by the U.S. Department of Housing and Urban Development (HUD) and National Association of Home Builders (NAHB).

From Friday, June 9 through Sunday, June 11, nearly 3,000 people walked through the exhibit house that showcased how roof trusses, wall panels, and floor trusses address home builder's most significant pain points, onsite labor and building materials, and contribute to increasing the affordability of housing.

Held on the heels of NAHB's annual legislative fly-in, hundreds of home builders walked through the IHS exhibit and asked questions about floor truss performance and wall panel installation. NAHB 2023 Chairman, Alicia Huey, also stopped in to talk about the growing relationship between SBCA and NAHB. The distinctive SBCA/NFC structure drew in several regulators, including U.S.



Secretary of HUD, Marcia Fudge, who used the house as the backdrop of her press conference to kick off the three-day event.

Starting on Monday, June 12, the house was deconstructed and transported to central Virginia where the components were used to frame two, single-story houses for two Habitat for Humanity families.

SBCA and NFC would like to thank all the generous companies and individuals who contributed to this project and made it possible:

Components

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

Windows, Doors, Hardware, and Material

- ▶ 84 Lumber
- ▶ Builders FirstSource
- ▶ Simpson Strong-Tie
- ▶ Huber Engineered Wood
- ▶ LMC

Framing Labor

- ▶ Ace Carpentry
- ▶ Nomad Framing

Plans

- ▶ Apex
- ▶ BeLit
- ▶ True Design Studios

Marketing Support

- ▶ MiTek

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Media Activities

SBCA Media

One of SBCA's primary goals is to share the value of structural building components throughout the light-frame construction industry, as well as 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 video.

SBCA Magazine

SBCA Magazine was published six times in 2023 on a bimonthly schedule and mailed to over 6,400 individuals. In the age of digital media, it is a testament to its value that subscriptions to the physical copy of *SBCA Magazine* continued to grow steadily. The magazine content focused on timeless topics and incorporated the work of industry veterans and experts on topics ranging from industry history to technical best practices. *SBCA Magazine* was also made available in a digital format that was emailed out to over 9,000 subscribers at the time the physical copy arrived in mailboxes.

SBCA Industry News

SBCA Industry News continued to be the most widely distributed communication vehicle for SBCA, with an average of over 9,500 subscribers. This year's *Industry News* contained considerably more content generated by SBCA Media than in past years, including three article series, podcasts, videos, and individual articles promoting SBCA history and important developments.

NFC Framing News

NFC Framing News is identical to *SBCA Industry News* except the 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 30 *Component Connection* podcast episodes published in 2023, with over 17,300 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 24 *Lumber Connection* podcast episodes published in 2023, with over 14,800 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 2023, SBCA Media continued publishing weekly videos put out by SBCA's Executive Director, Jess Lohse. SBCA also developed a relationship with Association Studios (AS) to produce a 20-minute feature video on the 40th anniversary of the association, as well as several promotional videos for BCMC and OQMs. It is anticipated that the relationship with AS will continue to expand in 2024 to produce more regular video content.

Educational Content



In 2023, the SBCA Team created a comprehensive inventory of all the educational programs and documents in its current library and began the process of revising the content. The first program on the list for review and revision was the Truss Manufacturing Orientation, SBCA's introductory training course covering a wide variety of topics on design, manufacturing, and installation.

There were several goals in mind as staff worked through the education revamp process, which included: breaking the content down into bite-sized, microlearning modules; updating any out-

of-date content (or out-of-fashion); and curated a body of educational elements that can be quickly and easily pulled together to create a variety of courses. Another long-term goal for SBCA's education and training tools is to create new content in such a way that makes updates to the content more efficient and, therefore, timelier.

SBCA plans to update and upgrade many of its training programs over the next few years with an eye toward expanding the current offerings to new courses focused on both internal and external education for the component manufacturing industry.

SBCA LaunchPad

At the Q3 Open Quarterly Meeting in Buffalo, NY, the SBCA Board approved the transition of the Emerging Leaders Committee to the SBCA LaunchPad. The change reflects a new approach by the association to offer a more standardized approach and curriculum to members looking to become more active in the association.

A 3-year program, LaunchPad provides a resource for new folks joining SBCA to learn the intimate details of how the association works while cultivating their leadership skills.

This new program will provide a solid foundation for future participation in SBCA and the various leadership roles that make the association tick.

The first class of LaunchPad will kick off in February 2024 with a book club-style virtual meeting, followed by the first of many classes that will be held at the Q1 2024 Open Quarterly Meeting in Fort Worth, TX.

If you or one of your team are interested in joining an upcoming

LaunchPad class, visit sbcomponents.com/launchpad.



Chapter Engagement

In 2023, SBCA chapters experienced a vibrant year of engagement, fostering connections, and facilitating knowledge sharing across the board. With a total of 25 meetings held throughout the year, SBCA chapters showcased their commitment to professional development and community building.

These meetings were more than just gatherings, they were dynamic events that catered to the diverse interests and needs of SBCA members. From economic forecasts to Digital QC demos, the chapter meetings offered valuable insights and resources to their members.

One of the highlights of the year was the inclusion of innovative sessions such as the Home Innovation Research Labs' data presentations. These sessions provided attendees with up-to-date research and trends, empowering them to stay ahead of the rapidly evolving business landscape.

But it wasn't all business. SBCA chapters also emphasized the importance of fostering camaraderie among members. Activities like

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From economic forecasts to Digital QC demos, the chapter meetings offered valuable insights and resources to their members.

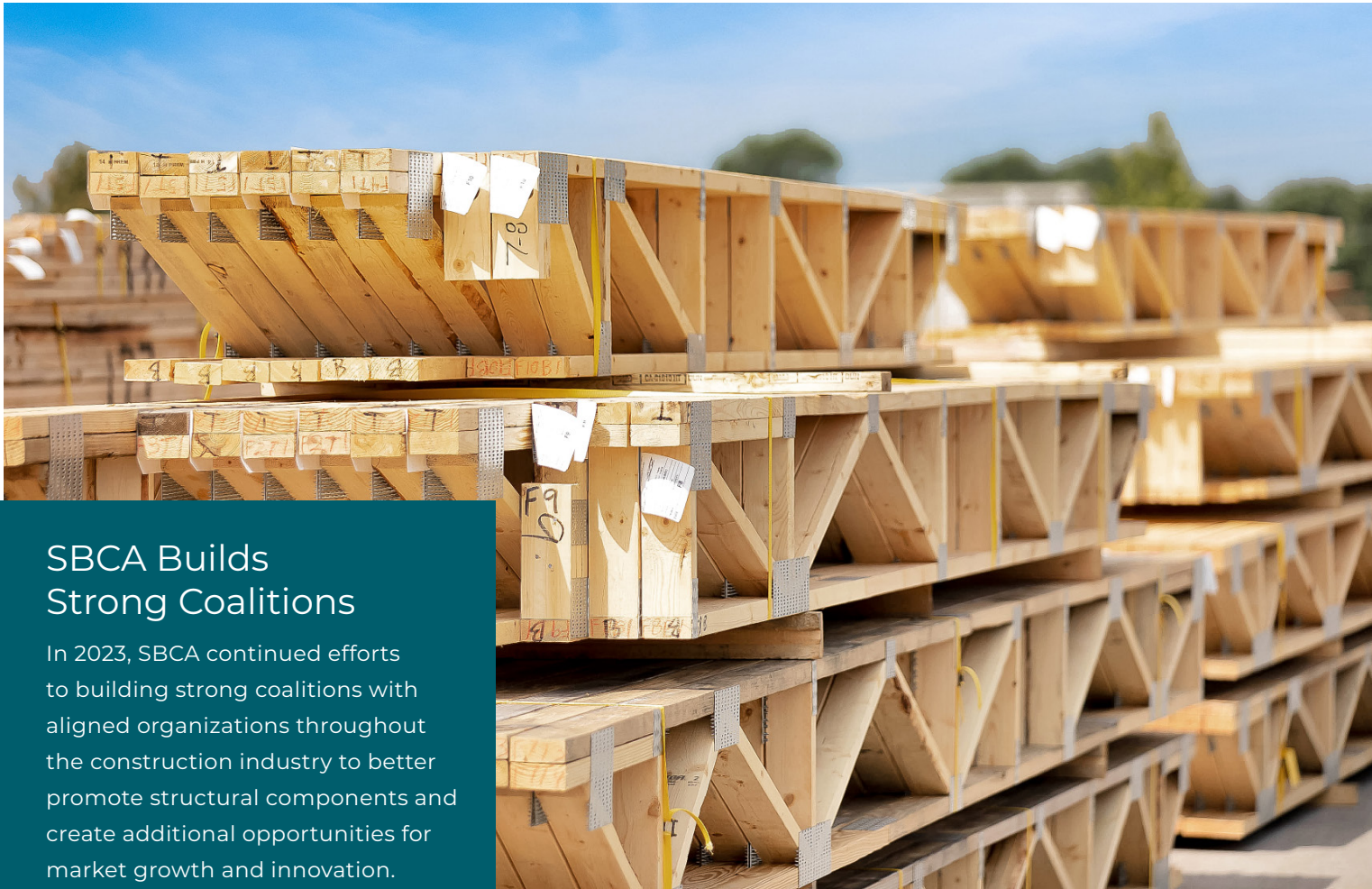
baseball games, clay shooting, golf tournaments, and Topgolf events were organized, providing opportunities for networking and unwinding.

A notable achievement in 2023 was the revival of six chapters who had not met in some time. The Mid-Atlantic, Mid-South, Alabama, Arizona, Tennessee, and Georgia chapters rekindled their commitment to shared goals and objectives.

Looking ahead, SBCA chapters are poised to continue their momentum, driving collaboration and success in the structural building component landscape.



Relationships & Outreach



SBCA Builds Strong Coalitions

In 2023, SBCA continued efforts to building strong coalitions with aligned organizations throughout the construction industry to better promote structural components and create additional opportunities for market growth and innovation.

TPI

SBCA's relationship with the Truss Plate Institute (TPI) continues to strengthen each passing year. In 2023, SBCA's Engineering & Technical (E&T) Committee and TPI's Technical Advisory Council (TPITAC) worked closely together on revising the Building Component Safety Information Booklet (BCSI); this is work that will continue into 2024. Members of the SBCA and TPI Boards met in Chicago to discuss additional areas of potential collaboration and alignment of technical priorities. Finally, SBCA and TPI collaborated on three technical articles published in *SBCA Magazine* in 2023.

NAHB

SBCA's relationship with the National Association of Home Builders (NAHB) continues to expand. At IBS 2023, SBCA, for the first time in many years, hosted an education session as part of the main IBS education track. SBCA Executive Director, Jess Lohse, was appointed to the NAHB's Building Systems Councils Board of Trustees in 2023, and SBCA also joined the NAHB's Leading Suppliers Council. SBCA was again personally invited by NAHB to participate in the 2023 Innovative Housing Showcase (IHS) on the National Mall (see page 18 for greater detail).

HUD

In 2023, SBCA continued to build a stronger relationship with the Department of Housing and Urban Development (HUD). It again participated in HUD's Innovative Housing Showcase 2023 (see page 18). The success of these events prompted SBCA to apply for an unsolicited grant opportunity to look into 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 most robust housing markets in the country.

Home Innovation Research Labs

SBCA continued its great relationship with Home Innovation Research Labs. SBCA continues to subscribe to the annual data package allowing our association insights into valuable market share data for roof trusses, floor trusses, wall panels, and other component solutions. This allows SBCA to understand how successful its marketing efforts are year to year while also highlighting areas of the country where we have opportunities to improve. Beyond this, Home Innovation Research Labs led an effort to allow SBCA better understanding of non-member component manufacturers throughout the country. This is critical to SBCA's performance within its strategic plan to improve overall membership while articulating market potential for innovators enhancing CM's options to more efficiently produce components.



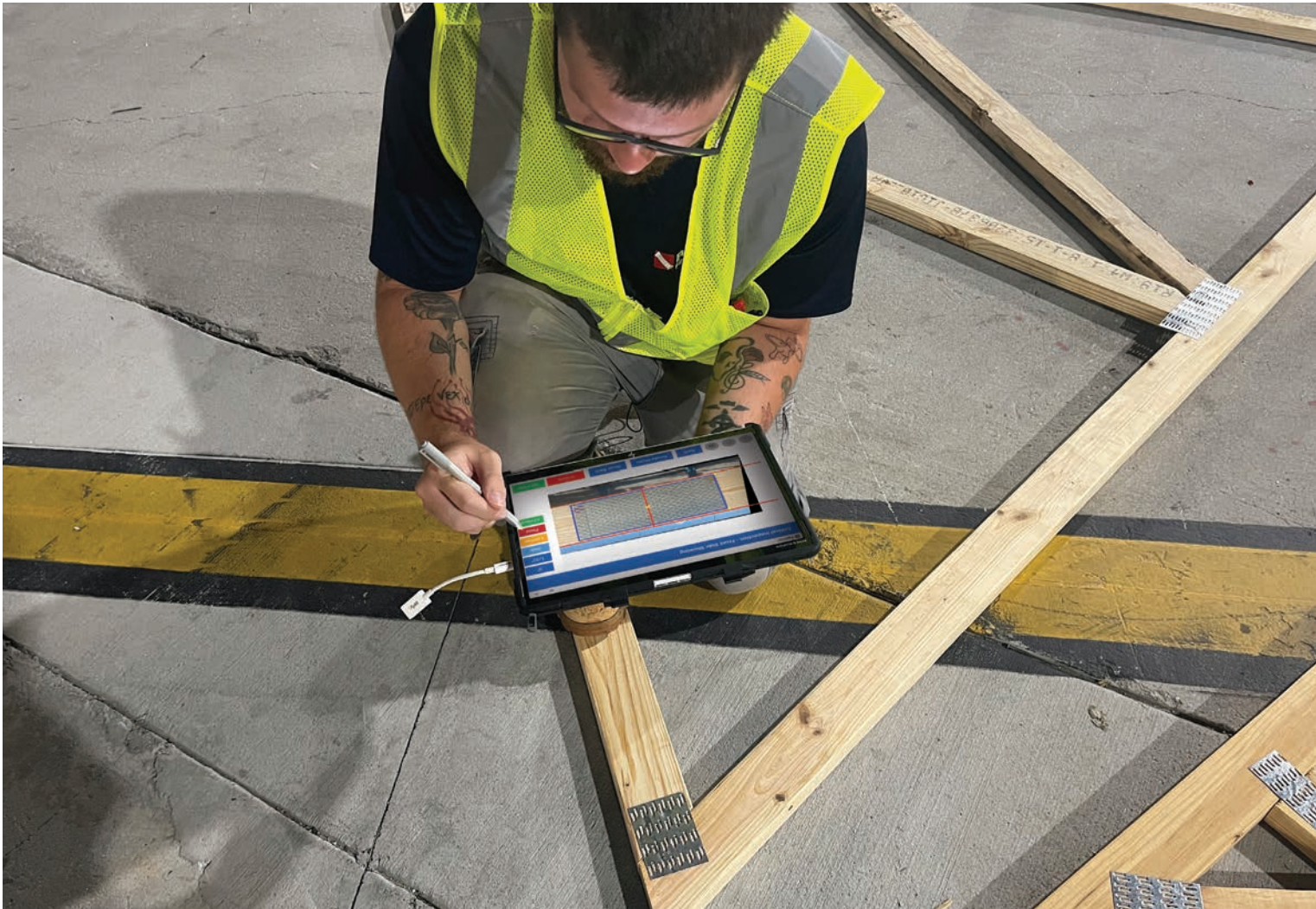
LMC

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, like reduced costs for jobsite packages, training programs, and BCMC registrations.

JBREC

In 2023, SBCA and John Burns Real Estate Consulting (JBREC) maintained 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 2023 provided unique and valuable insight into the component manufacturing industry that has never been available before.

Digital QC



SBCA's Digital QC program had an exciting year filled with onboarding new companies and improvements to both the tablet software and tracking website. Over the year, more than 100 locations were added to the program and Digital QC remained free for members!

In 2023, Digital QC introduced several new features, new reports, and new report features.

New Features

Corrected Action – when a truss is out of conformance and fails an inspection, you can now document how you “repaired” the truss, even if the “repair” means completely

re-manufacturing the truss from scratch. You can note your corrective action/repair either from the Digital QC app or website and your manager can sign-off on the correction. Corrected action functionality includes adding notes, a selection of corrected actions taken (upsized plate, replaced lumber, remanufactured entire truss, etc.), and the ability to upload new images to document the revisions.

Inspector Filtering - users can now find an inspector by scrolling through the list of inspectors or by typing the name of the inspector to filter to the right person.

Non-conformance Threshold – for SBCA In-Plant QC Certified plants, find this new control under settings and define for your team your preferred limit for out of conformance inspections as a number or a percentage.

New Report/Report Features

Inspection Log Report – tracks setups and hours worked at each and includes a weekly manager sign-off (necessary for QA inspections).

Inspection Summaries – subscribe to daily, weekly, and monthly Inspection Summaries and you'll get automated emails at your chosen frequency with total inspection, out of conformance, and corrected inspection counts.

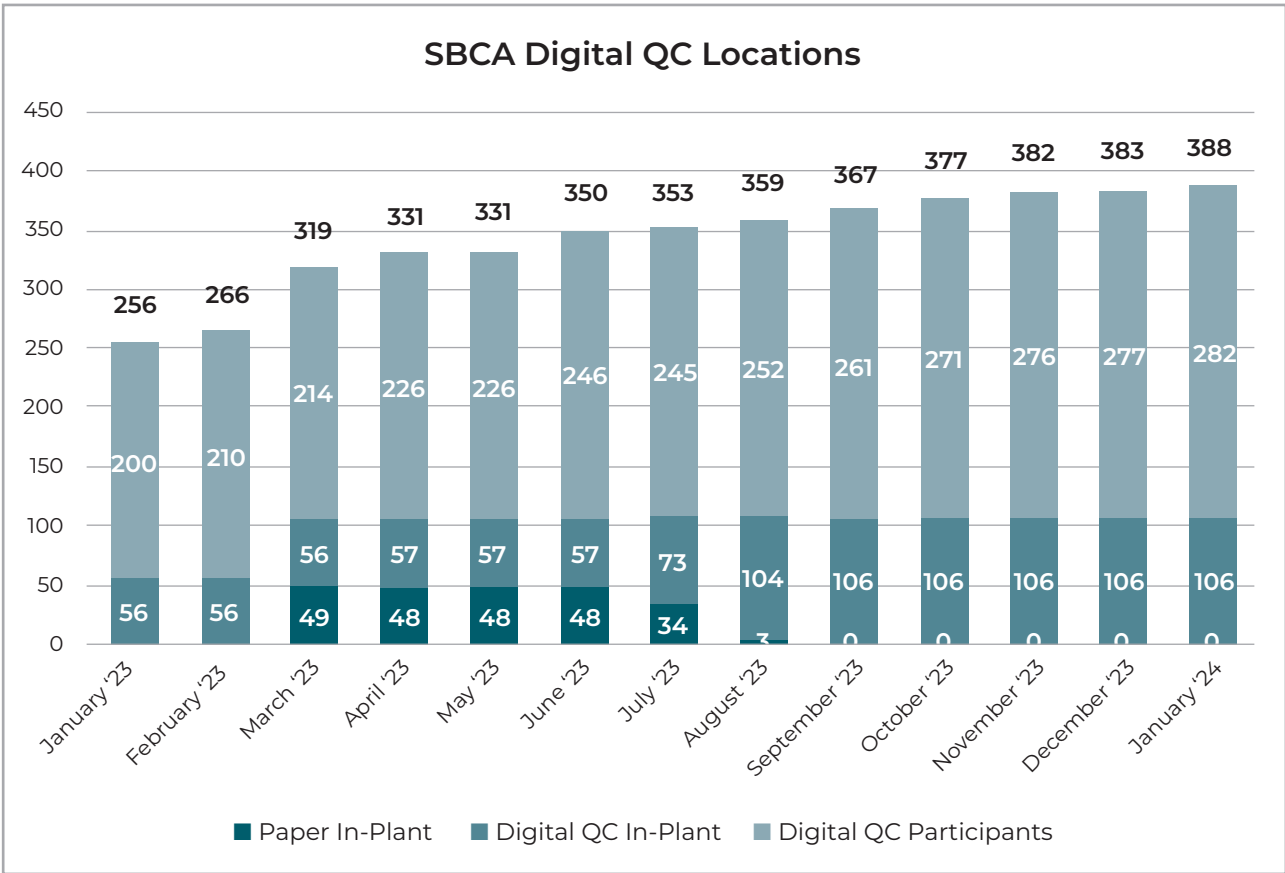
Corrective Action: what we originally asked for is ready, but we've asked for one additional

update, which is a place to upload 2-3 “general” photos of the truss not associated with a specific critical or visual joint inspection.

Additional Inspection Report Data – two new sets of data are now available on the inspection report: JSI and Fabrication Tolerance for each plate on the truss.

Inspection Duration – track how long it takes your inspectors to complete a Digital QC inspection with the new Inspection Duration data in the Inspection Reports.

With so many new features, Digital QC users are encouraged to reach out with questions or request training one-on-one or small group training!



MAJOR ACTIVITIES

Safety Exploratory Efforts

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. In the second half of 2024, SBCA will refocus its attention on a new, world-class safety program which aims to deliver comprehensive resources built around a library of safety content that allows every member, 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.

A shift from the safety programs that came before it, the new program will be highly industry-focused via a collection of safety information for equipment, processes, and safety concerns very specific to the component manufacturing industry. SBCA staff began this process at BCMC 2023 by cataloging all the products and equipment available on the show floor.



To accomplish these goals, SBCA plans to hire for a new Safety Specialist role to work on the development of the new safety and health program and drive creation of new content, refinement of existing content, and selection of relevant and useful delivery tools and technologies.

SBCA-JBREC Structural Component Survey

In 2023, SBCA joined forces with John Burns Research and Consulting (JBREC) to collect and disseminate data unique to the component manufacturing industry. JBREC is a trusted source for solid, well-sourced data on the housing market, and this cooperative agreement further enhances the value of the information they provide to the broader market and raises awareness of what component manufacturers see from their vantage point in the residential construction supply chain. Each quarter, JBREC sent out a survey to over 100 voluntary component manufacturing locations.

Participants answer a brief series of questions intended to measure overall sentiment on whether business is better, worse, or the same from quarter to quarter. The survey also delves into short responses on the reasons behind those sentiments to try to identify patterns or trends in either the supply chain or customer activity.

Only survey participants are granted access to the results, so if you are interested in participating and receiving the quarterly results from this survey, go to sbcacomponents.com/jbrec to register today.

Structural Building Components Research Institute (SBCRI)

Structural Building Components Research Institute (SBCRI) is an ISO/IEC 17020 accredited organization that performs quality assurance inspections primarily for component manufacturers (CMs). It is accredited to inspect wood trusses, steel trusses, wood wall panels, and steel wall panels. The 2023 ANAB audit conducted in October 2023 resulted in zero Non-Conformances. The program had growth by adding 19 new plants during 2023 and a total of 310 inspections, with some plants requiring multiple inspections; for example, both truss and wall panel inspections. Pricing was updated in January 2023

to \$95 per quarter for SBCA members utilizing Digital QC for inspections, \$190 per quarter for SBCA members utilizing paper inspections, and \$400 per quarter for non-members. To learn more about SBCRI, please visit: www.sbcricri.info.

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The 2023 ANAB audit conducted in October 2023 resulted in zero Non-Conformances.



2023

Membership

Membership grew in 2023 from 808 members to 837. The regional membership teams continued their recruiting efforts by reaching out to prospects via phone, with the Membership Coordinator and Director of Sales/Marketing following up on leads. These efforts resulted in 118 new members with an overall gain of 29 members.

While our recruiting was strong in 2023 with adding 71 new component manufacturers, 18 framers, and 29 associates, we lost several companies to consolidation, amidst other

reasons. One of the main focuses in 2023 was a membership retention plan. This plan was completed and will be fully executed in 2024. The membership retention plan outlines how and when to send out mailers and emails, make follow-up calls, and breaks down audiences by current members, non-renewed members, and expired members. The messaging will remind members of the value they receive from their membership by focusing on things like the free Financial Management Concepts training, free access to Digital QC, and discounts on third-party quality control through SBCRI, to name a few.

2023 Membership Numbers

837

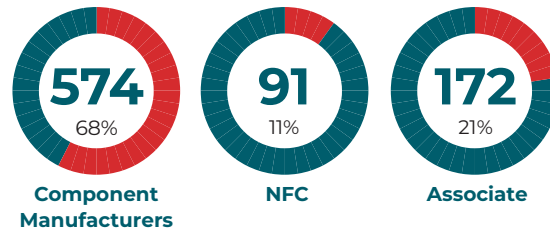
Total Members
(CM, Associate, NFC)
at close of 2023

Number of Members Added by Type

Component Manufacturers **71**

NFC **18**

Associate **29**



Number of members Lost to Consolidation in 2023



Number of Members Lost for Other Reasons



SBCA Committee Updates

Engineering & Technical (E&T) Committee

The SBCA Engineering & Technical (E&T) Committee kickstarted a monumental task in 2023, a complete and thorough revision of the Building Component Safety Information (BCSI) booklet. As a first step, the E&T Committee did a complete review of the changes made to BCSI between the publication of the 2015 edition and the 2020 (current) edition. In that process, the committee rolled back multiple changes made without broad industry consensus, while also clarifying some changes with additional context.

Once that harmonization process was complete, the E&T Committee created a BCSI Working Group consisting of 16 members: the six members of the E&T Committee, the four members of the TPI Technical Advisory Council (TPITAC), four members from the NFC Steering Committee, an independent engineer and member of the SBCA Technical Advisory Panel (TAP), and the executive director of TPI.

Over the last six months of 2023, the BCSI Working Group worked to compile significant proposed revisions to the current BCSI document. Thus far, those revisions are largely focused on a reorganization of the topics and materials to better fit the process framers follow when they install structural building components.

Education Committee

SBCA created a new Education Committee in 2023 to focus on all of the education and training efforts SBCA provides its members. Traditionally, education and training was handled through a variety of committees and staff members. With a singular committee, SBCA will be able to coordinate efforts and curriculum for in-person learning opportunities at Open Quarterly Meetings, BCMC, and chapter meetings, with our existing training programs members are familiar with and future educational offerings for supply chain partners.

Emerging Leaders Committee

The Emerging Leaders (EL) Committee completed its initial charter of bringing fresh faces and new ideas and perspectives into SBCA meetings and onto the SBCA Board of Directors. With over 30 members in 2023, the EL Committee's influence was felt throughout the association.

One of the most significant ways EL members contributed was through educational content. The EL Education & Leadership subcommittee hosted five monthly virtual industry roundtables in 2023. Borrowing from the success of the CM Industry Roundtables at BCMC every year, these virtual groups held discussions on topics ranging from reinvestment strategies to employee training best practices. The group also developed the CM-led educational content offered at BCMC 2023, as well as at the OQMs held throughout the year. This subcommittee's work was so valuable that the SBCA Board of

SBCA Committee Updates

Directors approved the creation of a standing Education Committee based, in part, on their work.

The Innovation & Technology subcommittee made significant progress on developing standardized metrics and terminology surrounding our industry's unique adoption of equipment and software to increase the mechanization and automation of the production process. While wider industry input is still needed, this group made strides towards standardization that should help original equipment manufacturers (OEMs), software developers, and other innovative thinkers better integrate into our industry.

Recognizing the EL Committee had accomplished its primary goal in 2023, the committee dissolved to create a new initiative called SBCA LaunchPad. LaunchPad was created to give the next generation of leaders in the structural building components industry and in SBCA an opportunity to meet one another, build lasting relationships, learn from others who will share their experiences, and gain a greater depth of knowledge of the industry and SBCA. The intention with LaunchPad is to regularly cycle people through a multi-year program filled with networking and education opportunities, and graduate them on a regular basis while adding fresh members.

Executive Committee

SBCA's Executive Committee meets regularly throughout the year with a standing meeting each Friday morning. Included in the meeting are SBCA's officers (president, treasurer, secretary, past president), three at-large committee members, a National Framers Council rep, legal counsel, and SBCA's executive director. At the May OQM in Nashville, SBCA's Board of Directors updated SBCA's bylaws and codified the number

of at-large committee members. Previously, the bylaws allowed for an open-ended number of at-large members, but after discussion at the Governance Committee and to seek an odd number of members for voting purposes, it was recommended that at-large members be limited to a quantity of three. In September, when officer transitions took place, the Executive Committee was reduced from 8 to 7, as Mike Ruede, Sr. stepped off the committee and BJ Louws was selected as secretary, moving from his previous at-large committee member position.

Finance Committee

SBCA's Finance Committee continued its mission of providing financial analysis, advice, and oversight of SBCA financial matters. It ensures SBCA has the funding to provide member benefits through operations and activities. In 2023, the committee finalized an investment policy and investment manager, BMO Wealth Management, to invest and group SBCA's excess funds. The committee meets monthly to discuss SBCA's cash positions and review the performance of SBCA's investments.

Governance Committee

The Governance Committee provides an essential role in ensuring SBCA adheres to its bylaws and policies. Through that effort, it regularly reviews the bylaws and policies to see if any changes or improvements are needed. In 2023, a number of changes were made at the recommendation of the committee and approved by the SBCA Board of Directors at its Buffalo meeting. Beyond this, the Governance Committee had been serving as the de facto Nominating Committee at the discretion of the president. This change was codified in the bylaws to streamline the nominating and governance roles within the organization.

Management Committee

SBCA's Management Committee is committed to providing practical tools and resources that component manufacturers can use in their facilities. In February of 2023, the committee was excited to release the Financial Management Concepts Training to the industry. This brand-new educational program explores key performance indicators, the importance of value-added manufacturing, and operating in environments based on commodity inputs. Even better? The Financial Management Concepts Training program is FREE for all SBCA Members.

As the committee prepared for 2023, they reviewed recent priorities and identified industry surveys as a place to focus their attention in the coming year. This began with restructuring and abbreviating the Wage & Benefit Survey for release in January 2024.

The committee is motivated to greatly increase participation in all industry surveys including the Wage & Benefit Survey, Financial Performance Survey, and SBCA/JBREC survey. Each of these surveys has the potential to provide a wealth of information that component manufacturers can use to further enhance their manufacturing facilities while influencing their everyday business decisions.

Marketing Committee

The SBCA Marketing Committee, chaired by Justin Richardson and BJ Louws, focused on reworking the structure of the committee in 2023. To that end, the committee completed its Charter and more clearly defined the roles of committee member and observer. Committee members are voting members and have an

attendance requirement of three out of four online meetings and two out of three in-person meetings. The Charter also included a revision to the committee's mission statement:

The committee will drive expanded use of structural building components by promoting their benefits to framers, builders, specifiers, code officials, and other key stakeholders in the light-frame construction industry. The committee will also increase awareness of association events, tools, services, communications, and training, and emphasize how they provide value to the association's membership.

The committee set their sights on some big goals for 2024. They plan to magnify the promotion of SBCA's potential Innovative Housing Showcase build with more video, social media, and posted event media. The committee believes this is a terrific opportunity to highlight components and their value.

There are also opportunities to promote the use of components to architects, engineers, and specifiers through their respective trade organizations. The committee plans to leverage these groups to reach a broader audience of building designers in hopes they will become more aware of the capabilities of today's structural components and specify their use in more building plans.

Finally, the committee would like to use video and testimonials to better promote the most valuable products and resources SBCA has created, including BCSI, Jobsite Packages, truss tags, and online training programs.

SBCA Committee Updates

Membership Committee

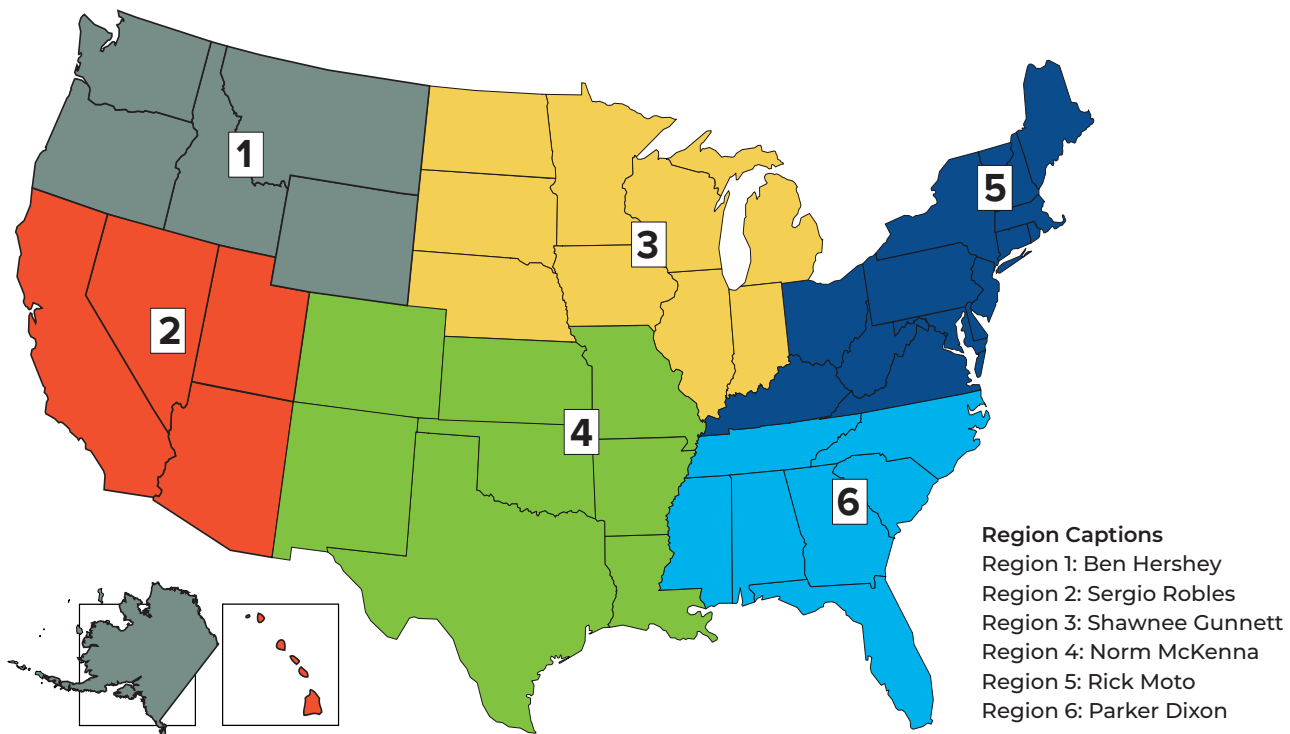
Chaired by Gene Frogale and Larry Dix II, the 2023 Membership Committee continued their work with the Regional Membership Campaign. This campaign breaks the country down into six regions, where members from those regions recruit new members via phone calls. This campaign helped bring 118 new members to SBCA.

The Membership Committee also worked with SBCA staff on the member retention plan. This plan aims to reduce the number of members we lose each year. The plan calls for mailers, phone calls, and MailChimp emails to remind members of all the benefits they receive from their SBCA Membership. Its focus is to hit on things like our free Financial Management Concepts Training, free access to Digital QC, and the savings they can receive on third-party quality control through SBCRI.

The Membership Committee also came up with the idea of member benefits videos and have passed this item along to the Marketing Committee to complete in 2024. The completed videos will then be used as sales tools to help recruit new members to the association.

Quality Control Committee

Digital QC continued to be a primary focus of SBCA's Quality Control Committee. It oversaw a multitude of feature enhancements throughout the year and continues to be the preeminent solution for quality control in truss manufacturing operations. Throughout the year, the committee discussed the potential for a wall panel quality control program based off the functionality of the truss based Digital QC. Additionally, the committee led discussions in committee and board meetings surrounding the importance of grade marks on lumber and potential risks associated with utilizing lumber shorter than 8' in length that may not have a grade stamp on every piece.



National Framers Council

Steering Committee

The NFC Steering Committee met monthly to discuss association business, new hurdles to overcome in the framing industry, and recently added peer-led education sessions where one

of the Steering Committee members presents on a topic that is beneficial to the entire group. President Chris Breedlove introduced this idea, and it has proved extremely beneficial. These education sessions have created a conducive environment for growth and thinking creatively.

Name	Title	Company	Member Type
Chris Breedlove	President	Ace Carpentry, Inc.	Framer
Chris Tatge	Co-Owner	Dynamic Construction	Framer
Bryan Ables	Owner	Blue Sky Tie Downs	Professional
Pedro Loureiro	President	Nomad Framing LLC	Framer
Tim Aspinwall	Sales	Shelter Products	Associate
Don Groom	CEO/Owner	TrussWorks LLC	Associate
Ryan Hikel	District Sales Manager	Shelter Systems Limited	Associate
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
Geris Kraus	Construction Manager	Mindak Commercial Construction	Framer
Gil Capelini	Vice President	Next Level Construction, Inc.	Framer

National Framers Council

Framer Summit

The fifth annual Framer Summit combined shows with the Building Component Manufacturers Conference to host the first BCMC | FS. The show was held at the Indianapolis Convention Center in Indianapolis, IN, September 18-22, 2023. This was the first time Framer Summit had access to the exhibit show floor and it proved to be of immense value to the 68 exhibitors who showcased framing products.



The framer education sessions averaged a total of 81 attendees. One of the most well attended sessions was *The Basics of Lumber Future Contracts* presented by Alex Mead of StoneX and Greg Kuta of Westline Capital Strategies. This session was a great opportunity for framers and component manufacturers alike to learn about lumber futures and how to use them effectively.

A few other notable mentions were *Reactions to the Current Lumber Market* presented by Ashley Boeckholt of Sitka Forest Group and James Zurcher of Shelter Products and *Tapping into the Power of the RFI* presented by Brian Groves of Ace Carpentry, Ryan Hikel of Shelter Systems Limited, and Tres Warner of Warner Engineering.

Join us October 7-11 for Framer Summit 2024 at BCMC in Milwaukee, WI for your chance to see tons of exhibitors, their new products, and education sessions that are sure to bring value to your business. Visit bcmcshow.com.

NFC Golf Tournament

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 2023, the event attracted 114 golfers and 16 sponsors, up from the 108 golfers that attended in 2022. The 2023 event raised \$10,809 which was donated to the SBCA Foundation & Endowment.

At the request of the NFC Steering Committee, the SBCA Foundation & Endowment donated funds to two deserving organizations: COR Consulting, LLC and Kenwood High School Carpentry Class. COR Construction Bootcamp is a carpentry, construction, and leadership skills training program that leads to apprenticeship and employment opportunities upon completion. For information on this year's event, visit the NFC Regional Meeting & Charity Golf Event page, sbcacomponents.com/events.

Auxiliary Entities

SBCA Foundation and Endowment

The SBCA Foundation and Endowment acts as SBCA's charitable arm, formed as a 501(C)(3). It has a board of trustees responsible for fundraising and distributing charitable funds. The trustees' primary focus in 2023 was growing the endowment portion of the fund to invest per its investment policy with expectations to distribute those gains to charitable causes.



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

Major fundraising efforts in 2023 included SBCA's 40th Anniversary Dinner where \$75,000 was raised and the National Framers Council Annual Golf Tournament that raised \$10,809. Additionally, individuals and companies continue to step forward and donate to SBCA Foundation and Endowment. Overall, \$2,005,000 was committed in 2023 and \$1,175,000 of those commitments were received.

The Foundation donated \$89,235 to various charitable organizations in 2023. Operation Finally Home received \$77,620 which helped build a home in DeForest, WI for a wounded army veteran. An additional \$11,615 was donated to programs that help high school students and young adults learn the skills needed for the component manufacturing and framing industries.

To learn more about SBCA Foundation and Endowment, and/or make a contribution, please visit: 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. Truss Publications, Inc. operates 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.

Structural Building Components Research Institute

Structural Building Components Research Institute (SBCRI) is an ISO/IEC 17020 accredited organization that performs quality assurance inspections primarily for component manufacturers (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 the 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: sbcri.info.



SBCA

Financial Review

Overall, SBCA performed well from a financial perspective throughout 2023. Revenues were up 44.94% over 2022 due to increases in membership, SCORE participation, participation in educational programs, technical publications, and a well-operated BCMC. SBCA Media publications and advertising revenues decreased due to reduced member pricing.

SBCA members' robust engagement in programs, events, and services allowed it to realize revenues in excess of expenses for a third straight year. Salary expenses were up 12% over the prior year with the addition of our Technical Director late in the year. Increased attendance at OQMs and BCMC increased food and beverage expenses slightly over 2022. SBCA continues to make a significant investment in maintaining Digital QC and started to invest in updating the BCSI documents in 2023. Other expenses were increased in 2023 with the 40th Anniversary Celebration, Innovative Housing Showcase, and increased chapter activity as more chapters became active again. SBCA anticipates more robust usage across all expense categories in 2024 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 2023 annual audit is currently being 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 Finance Committee created an Investment Policy Statement and Operating Reserve Policy to maintain reserve funds for SBCA to weather any upcoming economic downturns or prolonged hardships, and these were approved by the Board of Directors. 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 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.

Schedule of In-Person Events

JANUARY

- **TMAT Presents: TxDOT Training – Austin, TX**
January 18, 2024
9:00am-2:30pm CT
Hilton Austin Airport
9515 Hotel Drive,
Austin, TX 78719
- **Colorado Truss Manufacturers Association Meeting & Topgolf – Centennial, CO**
January 19, 2024
2:00pm-7:00pm MT
10601 East Easter Avenue
Centennial, CO 80112
- **SBCA of the Capital Area Annual Business Meeting – Herndon, VA**
January 25, 2024
2:30pm-7pm ET
Hyatt Regency Dulles
2300 Dules Corner Blvd.
Herndon, VA 20171

FEBRUARY

- **SBCA Minnesota Annual Meeting – Inver Grove Heights, MN**
February 15, 2024
1:30pm-3:30pm CT
Simpson Strong-Tie
8450 Courthouse Blvd.
Inver Grove Heights, MN 55077
- **Georgia Component Manufacturers Association Meeting & Topgolf – Atlanta, GA**
February 22, 2024
11:00am-2:00pm ET
Topgolf Atlanta Midtown
1600 Ellsworth
Industrial Blvd.
Northwest Atlanta, GA 30318

MARCH

- **SBCA & NFC Open Quarterly Meeting – Fort Worth, TX**
March 26-28, 2024
Hilton Fort Worth,
815 Main Street
Fort Worth, TX 76102
- **SBCA Board of Directors Meeting – Fort Worth, TX**
March 28, 2024
7:30am CT
- **Texas Area National Framers Council Meeting – Fort Worth, TX**
March 27, 2024
5pm-7pm CT

APRIL

- **TMAT Sporting Clay Tournament**
April 11, 2024
8:30am-3pm CT
Joshua Creek Ranch
Boerne, TX
- **SBCA European Offsite Tour – Multiple locations in Europe**
April 11-18, 2024
Multiple locations in Europe including United Kingdom, Germany, and Denmark
- **NWTF's Spring Expo: Embracing Opportunities for Innovation – Richland, WA**
April 23, 2024
8:30am-2:30pm PT
Anthology Event Venue
706 Williams Blvd.
Richland, WA 99354
- **NFC Regional Meeting & Charity Golf Tournament – Ellicott City, MD**
April 29-30, 2024
Turf Valley Resort
2700 Turf Valley Road
Ellicott City, MD 21042

KEY

- SBCA Chapter Meeting/Event
- SBCA Committee Meeting
- SBCA OQM
- BCMC
- SBCA Board Meeting
- NFC Meeting/Event
- SBCA Media
- Other



2024

Schedule of In-Person Events

MAY

- SBCA Open Quarterly Meeting – Asheville, NC

May 14-16, 2024

Renaissance Asheville Downtown Hotel
31 Woodfin Street
Asheville, NC 28801

- SBCA Board of Directors Meeting – Asheville, NC

May 16, 2024

8am ET

JUNE

- Innovative Housing Showcase – Washington, DC

June 7-11, 2024

National Mall
Washington, DC

JULY

- SBCA Open Quarterly Meeting – Bellevue, WA

July 9-11, 2024

Hyatt Regency Bellevue
900 Bellevue Way
Northeast Bellevue, WA 98004

- SBCA Board of Directors Meeting – Bellevue, WA

July 11, 2024

OCTOBER

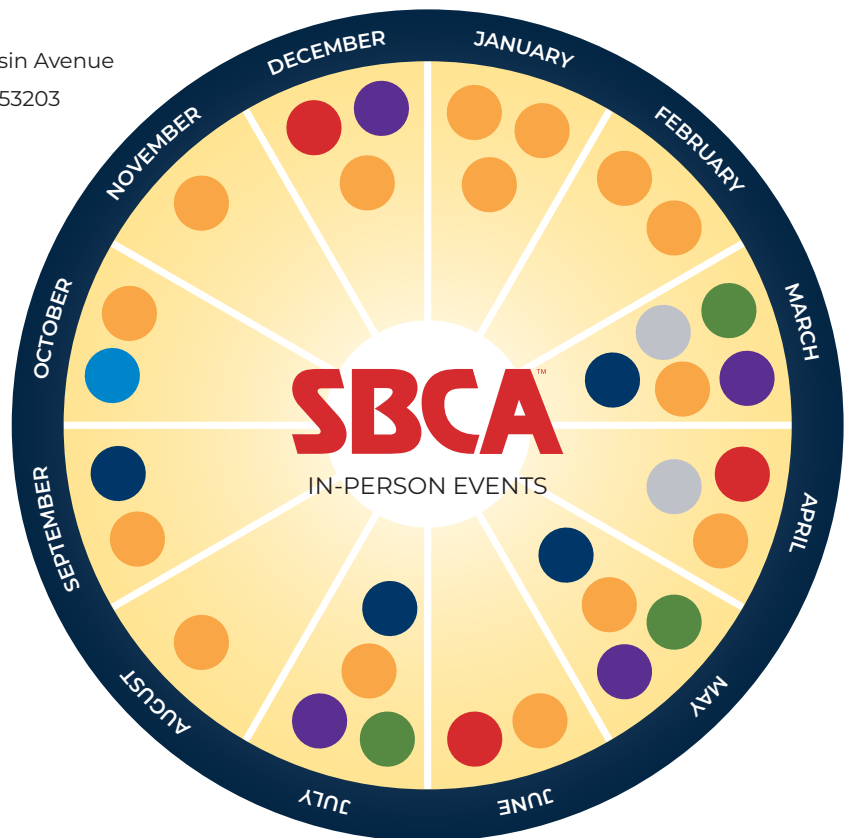
- BCMC – Milwaukee, WI

October 7-11, 2024

Baird Center
400 W. Wisconsin Avenue
Milwaukee, WI 53203

KEY

- SBCA Chapter Meeting/Event
- SBCA Committee Meeting
- SBCA OQM
- BCMC
- SBCA Board Meeting
- NFC Meeting/Event
- SBCA Media
- Other



Scan for a full list of events



2024

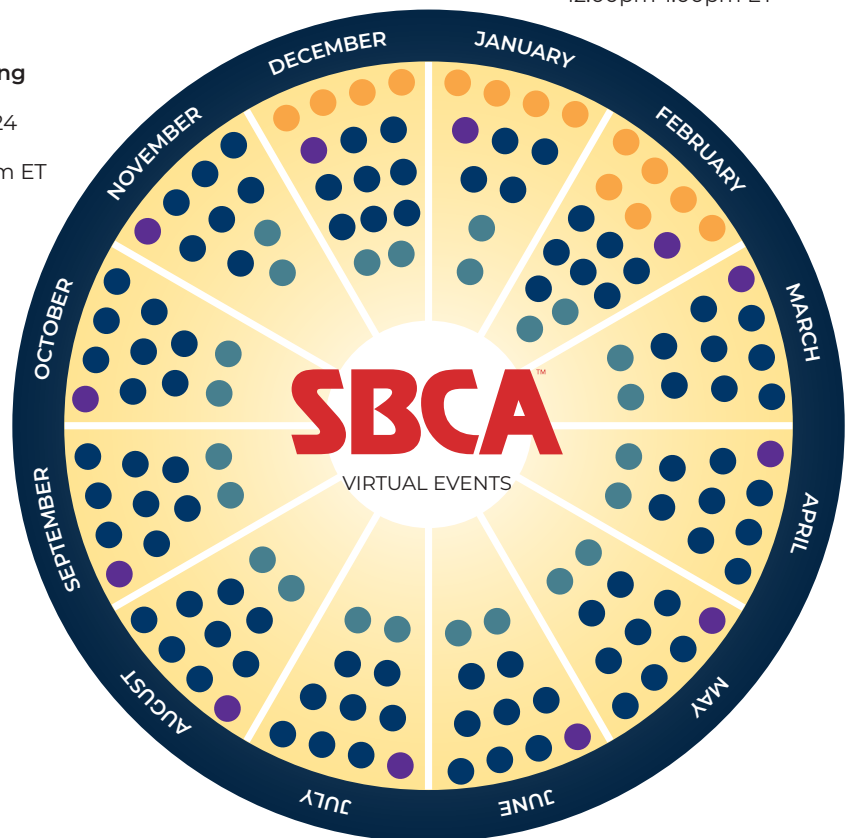
Schedule of Virtual Events

RECURRING

- Monthly Financial Review Board Meeting
- Monthly Finance Committee Meeting
- Monthly SBCA Foundation Meeting
- Monthly Governance Committee Meeting
- Weekly Executive Committee Meeting
- Monthly NFC Steering Committee Meeting
- Monthly NFC Safety Committee Meeting
- Monthly Education Committee Meeting
- Monthly BCMC Committee Meeting
- SBCA Weekly Update by SBCA Executive Director
- Lumber Connections Podcast

CHAPTER MEETINGS

- SBCA Northeast Online Chapter Meeting
January 18, 2024
1:30-2:30pm ET
- Tennessee Truss Manufacturers Association Meeting
January 22, 2024
11:00am-12:00pm CT
- Inland Empire Truss Fabricators Association Meeting
January 24, 2024
10:00am 11:00am PT
- SBCA Indiana Chapter Meeting
January 29, 2024
12:00pm-1:00pm ET
- SBCA Montana Chapter Meeting
February 2, 2024
10:00am-11:00am MT
- SBCA South Florida Chapter Meeting
February 6, 2024
12:00pm-1:00pm ET
- SBCA New York Chapter Meeting
February 8, 2024
1:00pm-2:00pm ET
- Mid South Component Manufacturers Association Online Chapter Meeting
February 9, 2024
9:00am-10:00am CT
- SBCA Michigan Chapter Meeting
February 13, 2024
12:00pm-1:00pm ET
- SBCA Kentucky Chapter Meeting
February 20, 2024
12:00pm-1:00pm ET





BCMC

PRESENTED BY: **SBCA**

FRAMER SUMMIT

AT **BCMC**

**OCTOBER 7-11, 2024
MILWAUKEE, WISCONSIN**

**EXHIBITOR REGISTRATION NOW OPEN
ATTENDEE REGISTRATION OPENS MAY 1ST**

SCAN CODE
FOR MORE
INFORMATION



SBCA INNOVATION GRANT

In an effort to cultivate innovation in the structural building components and framing industry, the Structural Building Components Association (SBCA) created the **SBCA Innovation Grant** in 2023. Each grant is awarded to a company or individual with an innovative product, tool, service, machine, idea, etc., that advances the building component industry. Once selected for a grant, recipient(s) will have the opportunity to showcase their submitted solution at BCMC 2024. Attendees will then voice their opinions with People's Choice voting at BCMC. The People's Choice winner(s) will be announced on Thursday, October 10th, at the conclusion of the show and will be promoted by SBCA throughout the following year.

SCAN CODE
FOR MORE
INFORMATION

