

# Thank You

to our Greenbrier OQM Sponsors

## GOLD



## SILVER



## BRONZE





**Structural Building Components Association**

<b>Date</b>	<b>Time</b>	<b>Meeting/Event</b>	<b>Location</b>	<b>Fee</b>
<b>Monday,</b> May 24	3:30-5p	<b>Financial Review Meeting (BOARD ONLY)</b>	The Crystal Room	N/A
	6-9p	<b>Group Dinner</b>	The Cameo Ballroom at the Greenbrier	<b>\$90*</b> for dinner
<b>Tuesday,</b> May 25	7-8a	<b>Breakfast</b>	Outside The Eisenhower Room	N/A
	8-8:30a	<b>OQM Kick-Off</b>	The Eisenhower Room	N/A
	8:30- 10:30a	<b>Committee Meetings</b> (Emerging Leaders/QC and Marketing/Management)	Eisenhower/Hayes	N/A
	10:45- 11:45a	<b>Home Innovation Research Lab Presentation</b>	The Eisenhower Room	N/A
	11:45a- 12:45p	<b>Lunch</b>	Outside The Eisenhower Room	N/A
	12:45-3p	<b>Strike Force Updates</b>	The Eisenhower Room	N/A
	3 :15-5p	<b>Team Building Lawn Games Tourney</b>	The Greenbrier Croquet Course Lawn	N/A
	6 :30-10p	<b>Group Dinner</b> Shuttles depart from North Entrance beginning at 6p	Howard's Creek Lodge at the Greenbrier	<b>\$90*</b> for dinner
<b>Wednesday,</b> May 26	7-8a	<b>Breakfast</b>	The Eisenhower Room	N/A
	8-11a	<b>SBCA Board Meeting</b> All are welcome!	The Eisenhower Room	N/A

\*Approximate cost shows. Attendees will be invoiced after the meeting.

## BOARD MEETING AGENDA

**Wednesday, May 26, 2021**

8:00 – 11:00 am EDT

**The Greenbrier**

**Eisenhower Room**

White Sulphur Springs, WV

### Meeting Agenda

1. **Call to Order** – Mike Ruede
  - a. Opening Remarks
    - i. Introductions, Sign-in Sheet
      1. Note Online Attendees
    - ii. Anti-Trust Statement
    - iii. Conflict of Interest Policy (Appendix A)
    - iv. Recognition of Meeting Sponsors
  - b. Review and Approve Minutes of January 2021 (EXHIBIT 1)
  - c. Review Agenda: Changes Needed or Additional Industry Issues/Discussion Topics to Add?
  - d. 2021 OQM Schedule
    - i. July 27-29: Park City, UT (Tuesday-Thursday)
    - ii. October 5-8: BCMC & Board Meeting in Omaha, NE
  - e. 2022 OQM Schedule
    - i. Jan 25-27: New Orleans, LA (Hilton St. Charles Ave)
    - ii. May 16-18: Williamsburg, VA (Kingsmill Resort)
    - iii. July 18-20: Boston, MA (Hotel Commonwealth)  
**\*\*Boston Dates Tentative\*\***
    - iv. Sept 13-16: BCMC & Board Meeting in Columbus, OH
2. **Industry Supplier Updates**

**Reminder to keep the updates informational in nature; please refrain from advertorial updates or content that could be seen as promoting an individual company, specifically your own.**

  - a. Thoughts from attendees representing truss plate, connector, and cold-formed steel supplying industries. Please discuss key supply chain issues such as housing market, transportation, equipment, steel, and any other topics of interest to component manufacturers
    - i. Alpine & Alpine/TrusSteel
    - ii. Eagle Metal

- iii. Mitek, Mitek/Aegis & USP
    - iv. Simpson Strong-Tie
  - b. TPI Update – Michael Schwitter & Jay Jones
  - c. TIBC Update – Mike Ruede & Kevin Kraft
  - d. Thoughts from attendees representing lumber and EWP supplying industries
  - e. Equipment supplier updates
  - f. Input from other suppliers in attendance
  - g. Raw material supply chain issues or trends affecting component manufacturers?
- 3. **Treasurer’s Report** – Gene Frogale
  - a. 2021 SBCA Budget
    - i. Approve 2021 SBCA Budget
  - b. 2021 SBCA Income Statement January-April
    - i. Reviewed in Depth on Monday, May 24<sup>th</sup>
  - c. Florida Executive Fund
  - d. Accounting Firm Update
  - e. Approve Treasurer’s Report
  - f. Treasurer Financial Policy Recommendations and Staff’s Management Recommendations (if any)
- 4. **SBCA Update** – Jess Lohse/Molly Butz
  - a. Staff Update
  - b. SBCA Publication/Document Sales
  - c. Technology Tools
    - i. Novi Association Management Software
    - ii. Cvent Event Solution
    - iii. Brightspace Learning Management System
  - d. Marketing/SBCA Websites/Novi Front End
  - e. Quality Assurance Program
  - f. Chapters
  - g. Membership
  - h. Remaining Technology Transfer
- 5. **SBCA Policy Review** – Jess Lohse/ Kent Pagel
  - a. Discussion on *Conflict-of-Interest Policy*
  - b. Discussion on *Confidentiality Policy*
  - c. Any other or new policies to review and/or discuss?
- 6. **BCMC Report** – Greg Dahlstrom/Mike Kozlowski
- 7. **SBCA Media Update** – Jess Lohse/Sean Shields
  - a. Truss Publications Inc.
  - b. Current Magazine Operations
  - c. Editorial Update
    - i. Magazine

- ii. Industry News
- iii. Podcasts
- iv. Webinar

**8. Committee Updates and Current Industry Topics**

- a. Advocacy (Rick Parrino/John Holland)
  - b. Engineering & Technical (Bob Dayhoff)
  - c. Emerging Leaders (Steve Stroder/Jason Hikel)
  - d. Executive (Mike Ruede)
  - e. Governance (Greg Griggs)
  - f. IT (Greg Dahlstrom/Kevin Witt)
  - g. Management (Jeff Taake/Roger Helgeson)
  - h. Marketing (Greg Griggs/Justin Richardson)
  - i. Membership (Gene Frogale/Larry Dix)
  - j. Quality Control (Scott Ward/Jeff Smith)
  - k. Safety (Jason Ward/Luke Wiesen)
9. **National Framers Council Update** – Chris Tatge
10. **Old Business** – Mike Ruede
11. **New Business** – Mike Ruede
12. **Adjournment** – Mike Ruede



**Structural Building Components Association**

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**Emerging Leaders Committee  
Meeting Agenda**

**Tuesday, May 25, 2021**

5:30 am PT / 6:30 am MT / 7:30 am CT / 8:30 am ET

**Greenbrier Hotel, White Sulphur Springs, West Virginia  
Hayes Room**

***SBCA Emerging Leaders Committee Mission:***

*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 its trade association. The intent is to provide sustainability, growth and enthusiasm for members companies and the association.*

***Committee Members: Steve Stroder, Jason Hikel, Dallas Austin, Justin Binning, Greg Dahlstrom, Josh Dermer, Jared Dix, Justin Groom, Shawnee Gunnett, Joseph Halteman, John Holland, Darryl Hooper, Dustin Johnson, Stephen Keller, Mike Kozlowski, Joseph Nolte, Justin Richardson, Michael Ruede Jr., Zach Shepherd, Natalie Shifflett, Phillip Staples, Bryan Sylvester, Ken Timmins, Brad Unruh, Jason Walsh, Jason Ward, Travis White, Luke Wiesen***

- 1) Opening Remarks & Introductions – Steven Stroder (Committee Chair)
  - (a) Anti-Trust Statement (APPENDIX A)
  - (b) Conflict of Interest Policy (APPENDIX B)
- 2) Announcement from Committee Chair Steven Stroder
- 3) BCMC Fundraising Updates (Steven Stroder/Jason Hikel)
  - a) Budget
  - b) Potential Asks
- 4) Park City EL Lead Content (Jason Hikel)
- 5) EL Scholarship (Jason Hikel)
  - a) New Applicants
  - b) Budget Remaining
  - c) New Marketing Efforts
- 6) BCMC “Fun” Event (Jason Hikel)
  - a) Feasibility of a ticketed event to further fundraise
- 7) Old Business
- 8) New Business
- 9) Adjournment



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## APPENDIX A

### Antitrust Law Policy

Throughout its history, SBCA has complied with the antitrust laws and is not subject to any consent decree, cease and desist order, or any other mandate or prohibition of any agency of government or any court with respect to the antitrust laws.

In order to assure continued compliance with both the letter and the spirit of the antitrust laws, participants in SBCA and the local chapters are reminded of the following important policy:

*Although the antitrust laws do not preclude members of the SBCA from lawfully engaging in a great variety of collective activities, the antitrust laws do encompass certain conduct which is prohibited because it is unreasonable per se. The prime example is, of course, agreement with regard to price. Any conduct by competitors which has the purpose or effect of raising, depressing, fixing, pegging, or stabilizing the price of a product or service is unlawful. Also, concerted action which may affect a price, including matters relating to production, terms and conditions of sale, the distribution of a product or the division of markets, is likewise prohibited by the antitrust laws.*

Either an explicit or tacit understanding between competitors that could affect the price of products or operate to impede free and open competition is forbidden. In order to prove any such unlawful activity, it is not necessary that there be evidence of a formal agreement or understanding more often than not, such proof is circumstantial and a violation of the antitrust laws may be found because of a course of dealing between competitors or between members and their customers.

With regard to any SBCA meeting, there must never be **any discussion** among those attending or any formal or informal agreement of any sort, with respect to the following:

- Any price to be charged with respect to a product or service.
- Any allocation of markets or customers.
- Any coordination or cooperation with respect to bids or requests for bids.
- Terms or conditions of sale, including credit or discount terms.
- Distribution of products or services.
- Control of the production of any product or the level of production.
- Profit levels or profit margins.
- The basis for arriving at any price.
- The exchange of price information with respect to any specific customer.
- Any action which would unreasonably restrain trade.

The SBCA staff is regularly advised and reminded of principles of antitrust law as they have evolved and may affect the truss industry. The staff is alert to any discussion or topic which might result in a potential restraint of trade, and should any discussion arise at a meeting which might be construed as inappropriate, the staff has been instructed to alert those present that the particular topic under discussion should not be pursued further.



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## **APPENDIX B**

### **Conflict of Interest and Conflict of Interest Policy**

#### **Conflict of Interest**

- "A situation in which a person has a duty to more than one person or organization, but cannot do justice to the actual or potentially adverse interests of both parties. This includes when an individual's personal interests or concerns are inconsistent with the best interests of a customer, or when a public official's personal interests are contrary to his/her loyalty to public business."
- SBCA members are obligated to advise, in advance of any situation that might involve or appear to involve a conflict of interest, that they may be participating in activities where their duty to their company is in conflict with the policies of SBCA and the best interests of the Structural Building Component industry. By way of two examples;
  - o A conflict of interest could exist if an engineer or company performing engineering services used truss design software (that was licensed to them through or by a component manufacturer) directly on behalf of a builder or general contractor to design trusses (for component manufacturers to then bid on) for a project or projects being constructed by such builder or general contractor—all of which would be in violation of the connector plate company's software license agreement and in contravention with SBCA's long standing truss design software policy.
  - o A conflict of interest could exist if a company, working within industry committees, industry ANSI standards, task groups, etc., advocates for changes in policy, procedures, standards, engineering equations, testing, etc., where those changes lead to greater use of the products or services that said company provides.





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**Management Committee  
Meeting Agenda**

**Tuesday, May 25, 2021**

6:30 am PT / 7:30 am MT / 8:30 am CT / 9:30 am ET

**Greenbrier Hotel, White Sulphur Springs, West Virginia  
Hayes Room**

***SBCA Management Committee Mission:***

*The committee will make recommendations to the Board on various management tools such as seminars, documents, management resource materials, etc. that, when offered for use by the component manufacturing industry, will enhance the professionalism of the industry, inform the fabricator and create membership benefits for all SBCA members.*

***Committee Members; Jeffrey Taake, Roger Helgeson, Jack Dermer, Tim Noonan, Richard Parrino, Justin Richardson, Michael Ruede, Steve Stroder, Jason Ward, Javan Yoder***

- 1) Opening Remarks & Introductions – Jeff Taake (Committee Chair)
  - (a) Anti-Trust Statement (APPENDIX A)
  - (b) Conflict of Interest Policy (APPENDIX B)
- 2) How will Committee Meetings Take Place?
  - a) Combination
- 3) How many meetings do you anticipate throughout the year?
  - a) In-Person Meetings
    - i. 2 OQM
    - ii. 1 BCMC
    - iii. Zoom Meeting – Beginning of December
    - iv. Special Meetings via Zoom if needed
- 4) What are the attendance expectations at committee meetings, keeping in mind quorum requirements?
  - a) Attendance at 2 of the 3 in person meetings at the OQM and/or BCMC
  - b) Attendance on the Zoom call
- 5) What is the ideal number of committee members for your committee?
  - a) 8-15 Members
- 6) What are your goals for the committee for the remainder of the year?



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- a) Create an agenda to work the remainder of the year. Basically regroup and try to pick up where we left off in February of 2020.
- b) Determine which strike force items we need to pick up and run with?
  - i. Lumber Podcast
  - ii. Equipment Forum
  - iii. Lean Program(s)
  - iv. SBCA Academy/LMS
  - v. Production worker survey
  - vi. WFD Toolkit
- c) Review proposed webinar series with Kendal Hoyd and get feedback from group on topics.
- d) Review insurance offerings and what additional training is needed to help inform the CM's of these services and benefits.
- e) Seminars
  - i. Best practices for managing spikes in the commodity markets.
  - ii. Best practices for managing AR and AP when commodity lumber and plates start running. – Cash Flow, etc.
  - iii. Additional information and best practices on protecting CM's from ransomware.
- f) Documents
- g) Management Resource Materials
  - i. Wage and Benefits Survey
  - ii. Financial Performance Survey
- 7) Old Business**
- 8) New Business**
- 9) Adjournment**



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## **APPENDIX B**

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## Marketing Committee Meeting Agenda

Monday, May 25, 2021

6:30 am PT / 7:30 am MT / 8:30 am CT / 9:30 am ET

**Greenbrier Hotel, White Sulphur Springs, West Virginia**

### **SBCA Marketing Committee Mission:**

*The committee will promote the use of engineered floor, wall, and roof structural components in residential and commercial projects.*

**Committee Members:** *Greg Griggs, Justin Richardson, Mike Callahan, Thomas Christensen, Greg Dahlstrom, Larry Dix, Jared Dix, Barry Dixon, Joseph Halteman, Jason Hikel, Darryl Hooper, Dustin Johnson, Kevin Kraft, Michael Martz, Gregg Renner, Wesley Robbins, Michael Ruede, Michael Schwitter, Chris Scott, Ken Shifflett, Steve Shrader, Cory St. Clair, Steve Stroder, Scott Ward, Javan Yoder*

- 1) Opening Remarks & Introductions – Greg Griggs (Committee Chair)
  - (a) Anti-Trust Statement (APPENDIX A)
  - (b) Conflict of Interest Policy (APPENDIX B)
- 2) Review NEW Marketing Committee Commitment and Expectations (Greg Griggs)
  - a) Meetings
    - i. Committee will meet 7 times per year; once every 6 weeks
    - ii. There will be 3 in-person meetings (OQMs) and 4 virtual meetings via Zoom
    - iii. Option to add on an extra meeting, if needed, due to not have a meeting at BCMC.
  - b) Attendance Commitment
    - i. 2 out of the 3 in-person meetings (OQMs) must be attended
    - ii. 3 out of the 4 virtual meetings must be attended
- 3) Establish SBCA's Marketing **Goals** (Greg Griggs/Justin Richardson/Ashley Stroder)
  - a) Increase the use of components (sell more components)
  - b) Increase SBCA membership and the use of SBCA resources (training programs, publications, surveys, marketing toolbox, mentorship through building relationships)
  - c) Ideas on third goal?
- 4) Establish **Audience** for Each Marketing Goal (Greg Griggs/ Justin Richardson /Ashley Stroder)
  - a) Increase the use of components



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- i. **Who** are we trying to target in order to sell more components? (framers, architects, engineers, builders, others?)
  - ii. Does this differ by region? Or is there a single group we can target that will work for members across the country?
- b) Increase SBCA membership and the use of SBCA resources
  - i. **Who** are we trying to target? (Current members to increase use? Non-members to see the value?)
- c) Yet to be determined
  - i. **Who** are we trying to target?
- 5) Establish How To Tackle Each Goal (Greg Griggs/Justin Richardson)
  - a) Options
    - i. Entire committee works on one goal at a time
    - ii. Goals are broken up into sub committees to tackle simultaneously
    - iii. Other options?
- 6) Old Business
- 7) New Business
- 8) Adjournment



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## **APPENDIX B**

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**QC Committee  
Meeting Agenda  
Tuesday, May 25, 2021**

5:30 am PT / 6:30 am MT / 7:30 am CT / 8:30 am ET

**Greenbrier Hotel, White Sulphur Springs, West Virginia  
Eisenhower Room**

***SBCA QC Committee Mission:***

*The committee will promote the use of engineered floor, wall, and roof structural components in residential and commercial projects.*

***Committee Members: Scott Ward, Jeff Smith, Josh Dermer, Howard Gauger, Daniel Holland, Richard Parrino***

- 1) Opening Remarks & Introductions – Scott Ward (Committee Chair)
  - (a) Anti-Trust Statement (APPENDIX A)
  - (b) Conflict of Interest Policy (APPENDIX B)
- 2) Update on the Status of Digital QC (Jess Lohse)
  - a) Q4US Presentation (Adapted)
  - b) Feedback from current users
  - c) Issues
- 3) Next Steps with Digital QC (Jess Lohse)
  - a) Ultimate outcome – (if yet decided)
- 4) Open Discussion on CM QC Issues
- 5) Old Business
- 6) New Business
- 7) Adjournment



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## **APPENDIX B**

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**MINUTES OF A REGULAR MEETING OF THE BOARD OF  
DIRECTORS**

**DATE:** January 28, 2021

**TIME:** 9:00 a.m. Central Standard Time

**LOCATION:** San Antonio, Texas

**DIRECTORS PRESENT:**

Mike Ruede Sr.		
Gene Frogale	Jason Hikel	Howard Gauger (online)
Greg Griggs	Tim Noonan (online)	BJ Louws
Roger Helgeson (online)	Rick Parrino (online)	Steve Strom (online)
Steve Stroder	Jack Dermer (online)	Javan Yoder
Joe Hikel	Jason Ward	Michael Schwitter
Scott Ward	Dallas Austin	Jay Halteman
Barry Dixon	Greg Dahlstrom	

**DIRECTORS ABSENT:**

April Burt	Kenny Shifflett	Josh Hendrickson
Jeff Taake	Jeff Smith	David Mitchell
Jim Finkenhoefer	Bill Blades	Justin Richardson
Larry Dix	David Green	

**OTHERS PRESENT (as noted):**

**In-Person Attendees**

Sean Shields	Luke Wiesen
Ashley Stroder	Zach Shepherd
Steve Shraeder	Parker Dixon
Ben Little	Ben Hershey
Jimmy Broach, PE	Justin Hutson
John Arne	Scott Babin
David Kircher	Joe Halteman
Jared Dix	Ali Saladin
Kent Pagel	Josh Dermer
Laura Yasick	Jennifer Gustafson
Darren Conrad	Christine Wagner
Scott McDonald	Ed Robbins
Michael Wisnefski	Bill Howard
Paul Johnson	Molly Butz
Mike Kozlowski	Jess Lohse
Mike Ruede Jr.	Jim Mavrakes

**Online Attendees**

Joe Hikel  
Dan Holland  
Jerry Vulgaris  
Kevin Kraft  
Anna Stamm  
Jay Jones, P.E.  
Mike Johnson  
Shawnee Gunnett  
Derek Moody  
Jason Padilla-Simpson  
BJ Louws  
Rhonda Leppert  
Jessica Gilson

A Regular Meeting of the Board of Directors (the “Board”) of the Structural Building Components Association, an Illinois non-profit corporation (“SBCA”), was held at the above date and time. In addition to the Board, certain other persons listed above attended the invitation of the President. Notice of the meeting was given in accordance with the SBCA Bylaws, and a quorum was present throughout. Noting the presence of a quorum, the meeting was called to order with each of the Board members and the observers listed above present. Persons present confirmed that they could hear and be heard by all others and actively participated in the meeting. At the request of the Board, Kent J. Pagel served as the secretary of the meeting.

A detailed agenda and other materials were distributed to the Board in review of the meeting.

The meeting began with the Board and the observers listed above present.

The SBCA anti-trust policies and procedures were announced to be in effect at the beginning of the meeting.

### **QUALTIM DISCUSSION**

Jess Lohse, SBCA’s Executive Director, opened the meeting indicating that a Board of Directors only update regarding Qualtim would take place after this Regular Meeting was adjourned.

### **APPROVAL OF PRIOR MINUTES**

The Board reviewed for approval the minutes of November 12, 2020, copies of which were included in the materials provided to the Board.

Upon motion made and duly seconded, the Board unanimously approved the following resolution:

**RESOLVED**, that minutes of the Board meeting held on November 12, 2020, having been distributed in advance of the meeting, be, and they hereby are, approved.

### **OQM 2021**

Mike Ruede, SBCA’s president, announced the dates and locations of the Open Quarterly meetings scheduled for the year 2021.

### **TREASURER’S REPORT**

Gene Frogale, SBCA’s Treasurer, led a discussion of the SBCA financials for the period of January through December 2020. Frogale reported that despite losses incurred from not having a BCMC 2020, for the year a small surplus over breakeven was reported. With regard to BCMC,

there was a discussion regarding exhibitor deposits from 2020 and reduced convention center rent for BCMC 2023 in Indianapolis as a result of the settlement reached over the Indiana Convention Center cancelation for 2020, will certainly increase the net income for the 2023 show. Questions were posed by Board members and answers followed. Frogale further led a discussion on the form utilized by Qualtim for the 2020 financials and how that will change for 2021 and beyond; how in the future Board members will be able to log-in and review financial records of the Association; the intent of the SBCA Executive Committee to provide greater transparency of Association financial information; and how the financial will in the future be reviewed monthly as opposed to quarterly. Frogale further provided a detailed explanation of the 2020 P&L and Balance Sheet. Jess Lohse provided a discussion on how budget categories currently do not reflect necessarily the services Qualtim has rendered. Questions were further asked regarding SBCAs current fixed overhead in terms of employee salaries and accounting for the chapters on a good forward basis.

Upon motion made and duly seconded, the Board unanimously approved the following resolution:

**RESOLVED**, the Treasurer's report, be and is hereby, approved.

### **BCMC REPORT**

Greg Dahlstrom and Mike Kozlowski led the discussion. BCMC 2021 is scheduled for Oct. 5—8, 2021 in Omaha. An Omaha site visit occurred the week of December 7. The speakers originally booked for the 2020 show have been carried over to this years show. Qualtim personnel for this year's show will be available either under the existing Management and Services Agreement or the proposed Transition Services Agreement.

### **SBC COMMUNICATIONS AND MAGAZINE UPDATE**

Sean Shields led the discussion of changes relating to SBCA Communications and SBC Magazine, published by Truss Publications, Inc. Six bi-monthly issues are planned to be printed in 2021. Shields expressed thanks on behalf of SBCA to 2021 Program Advertisers. Beyond print, a number of digital communication vehicles are planned by SBCA this year. Podcasts and webinars will be included as communication vehicles. SBCA is furthermore looking at further use of social media to push out SBCA content. SBCA is also looking at other publications that reach other parts of the supply chain—e.g., Building Frame Magazine, an installer audience. This year's goal is to expand the supply chain advertisers. Pagel explained SBCA's to plan to at least break even going forward with the magazine following years of financial losses. Pagel further explained the current ownership structure of Truss Publications, Inc. and how SBCA has proposed a resolution of ownership in the magazine with Qualtim. One meeting attendee commented with respect to the current approach being taken by Component Advertiser and how that may be more effective. A discussion also followed on digital vs. print alternatives. Lohse further referenced how SBCA is not engaging in advertorial content with SBC Magazine. Shields explained a survey undertaken of readers and how much of the readership still want paper copies of the magazine. The overall goal of SBC Magazine is to expand further into the existing supply chain and that will be done through digital efforts.

### **NATIONAL FRAMERS COUNCIL UPDATE**

Shields and Ashley Stroder provided the NFC update as Kenny Shifflett was not present. The focus of 2021 is on building membership. SBCA would like to see more NFC representatives attending OQM meetings for example.

## **INDUSTRY SUPPLIER UPDATES**

The Alpine/Trus Steel representative to the Board provided the following industry supplier update. Per John Burns, trending is favorable for housing although third party forecasting is down by up to one-third in multi-family housing starts. Total housing permits are up. Steel prices are up. China has become a net importer of steel rather than a net exporter.

The Simpson Strong-Tie representative to the Board reported on the current high demand for steel and upwards pressure on steel pricing.

The TPI Executive Director reported on TPI excitement regarding yesterday's meetings including the current SBCA transition to its own staff. Jones expressed a historic unnecessary adversarial relationship existed as between TPI and SBCA and TPI was looking forward to changes. Current work is being done by TPI on revisions to TPI-1, the cross-platform initiative, and SBCA's Digital QC program work.

Steve Shrader provided an equipment update to the Board. OSHA has taken on the role of the "COVID police" in terms of equipment maintenance. Challenges exist currently with regard to COVID in terms of the service part of the supply responsibilities of the equipment manufacturers/sellers.

Mike Wisnefski provided update on lumber. He expressed that repair and remodel business demand is having a big impact on lumber demand and pricing. If that demand declines, the supply for construction should increase. If China ramps up its demand of lumber, this could have unprecedented impacts on the market. The lumber futures market is showing a 20% discount as of September 2021. Elevated lumber prices for the remainder of the year are likely.

Mike Kozlowski provided an industry architect/engineer update. The demand is currently high for design services. With a high workload for architects and engineers, the likelihood of design mistakes increases. Kozlowski advised his company is currently in a growth phase.

## **TIBC UPDATE**

Kevin Kraft provided the TIBC update. The connector plate members now have a renewed interest in the SBCA relationship, given the transition of SBCA away from Qualtim. Kraft admitted to a TPI adversarial relationship in the past with SBCA given Qualtim's involvement as manager of SBCA. Kraft expressed the co-dependence on TPI suppliers to SBCA component manufacturers. Kraft pointed to past conflicts as between Kirk Grundahl and Mike Cassidy as a reference.

## **OLD BUSINESS**

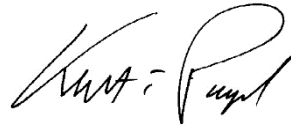
There was no Old Business raised for discussion.

**NEW BUSINESS**

There was no New Business raised for discussion.

**ADJOURNMENT**

There being no further business to come before the Board, upon motion duly made, seconded, and carried, the meeting was adjourned at approximately 11:32 a.m. Central Time.

A handwritten signature in black ink, appearing to read "Kent J. Pagel". The signature is fluid and cursive, with the first name "Kent" and last name "Pagel" clearly distinguishable.

---

Kent J. Pagel, Secretary of the Meeting





Structural Building Components Association

## OPEN QUARTERLY MEETING ATTENDEES

*The Greenbrier, White Sulphur Springs, WV*

**May 24-26, 2021**

### President

Michael Ruede Sr.  
(also a Director)  
A-1 Roof Trusses  
Grant-Valkaria, FL  
mike.ruede@a1truss.com  
(772)409-1010x212

Scott Ward  
(also a Director)  
Southern Components, Inc.  
Shreveport, LA  
sward@socomp.com  
(318)687-3330x106

Roger Helgeson  
The Truss Company  
& Building Supply  
Sumner, WA  
roger.helgeson@thetrussco.com  
(425)471-0200

### President-Elect/Treasurer

Gene Frogale  
(also a Director)  
Annandale Millwork and  
Allied Systems  
Chantilly, VA  
gfrogale@amcasc.com  
(703)817-7715x225

### Board of Directors - Attendees

Dallas Austin  
Big C Lumber Structural Building  
Components  
Dowagiac, MI  
dallasa@bigclumber.com  
(269)932-5980

Josh Hendrickson  
Wilson Lumber  
Madison, AL  
jhendrickson@wilsonlumber.net  
(256)851-1780

Jason Hikel  
Shelter Systems  
Westminster, MD  
jason@sheltersystems.com  
(410)984-7583

### Past President

Greg Griggs  
(also a Director)  
Builders FirstSource  
Kennesaw, GA  
greg.griggs@bldr.com  
(770)659-6045

Larry Dix  
Apex Truss  
Warsaw, VA  
larrydix@apextruss.com  
(804)241-4570

Joseph Hikel  
Shelter Systems  
Westminster, MD  
joeh@sheltersystems.com  
(410)840-5602

Jack Dermer  
American Truss LLC  
Houston, TX  
jdermer1@aol.com  
(281)442-4584

James Finkenhoefer  
True House Inc.  
Grayson, GA  
Jim.Finkenhoefer@truehouse.com  
(770)402-9823

John Louws  
Louws Truss, Inc.  
Burlington, WA  
bjlouws@louwstruss.com  
(360)815-2279

Ben Hershey  
4Ward Solutions Group  
Stanwood, WA  
Ben@4WardSolutionsGroup.com  
(623)512-6770

Howard Gauger  
Carpenter Contractors of America  
Belvidere, IL  
howardg@rdthiel.com  
(815)544-1699x242

David Mitchell  
Engineered Building Design, L.C.  
Washington, IA  
davidmitchell@ebdtruss.com  
(319)653-6235

Steve Stroder  
(also a Director)  
California TrusFrame LLC  
Murrieta, CA  
steves@caltrusframe.com  
(951)350-4880x1001

David Green  
Carolina Structural Systems  
Ether, NC  
dgreen@carolinastructuralsystems.com  
(980)722-8613

Justin Richardson  
Richco Structures  
Sheboygan, WI  
jrichardson@richcostr.com  
(920)918-1525

Jay Halteman  
Wood Tech Systems  
Muncie, IN  
jayh@woodtechsystems.com  
(765)744-1516

Michael Schwitter  
Alpine, an ITW Company  
Grand Prairie, TX  
mschwitter@alpineitw.com  
(800)755-6005x4133

Jeff Smith  
Trussway  
Houston, TX  
jeff.smith@trussway.com  
(832)706-2164

Jeffrey Taake  
Mead Lumber Co.  
Columbus, NE  
jeff.taake@meadlumber.com  
(402)690-8781

Javan Yoder  
Stark Truss Company, Inc.  
Canton, OH  
javan.yoder@starktruss.com  
(330)268-2634

### All Attendees

Mike Callahan  
Kyocera-SENCO Industrial Tools  
Cincinnati, OH  
mcallahan@senco.com  
(856)506-2651

John Dees  
Automated Products, Inc.  
Verona, WI  
john.dees@apiebs.com  
(608)216-8035

Josh Dermer  
American Truss LLC  
Houston, TX  
josh@atruss.com  
(832)628-0170

Owen Eldridge  
4Ward Solutions Group  
Haymark, VA  
owen@4wardconsult.com  
(703)350-3928

Eric Eversgerd  
Alpine, an ITW Company  
Knoxville, TN  
EEversgerd@alpineitw.com  
(623)203-5243

John Herring  
A-1 Roof Trusses  
Fort Pierce, FL  
paige.peele@a1truss.com  
(772)409-1010

Ed Hudson  
Home Innovation Research Labs  
Upper Marlboro, MD  
ehudson@homeinnovation.com  
(240)678-4079

Marc James  
MiTek USA, Inc.  
Chesterfield, MO  
mjames@mii.com  
(314)724-4487

Chris Johnson  
Toll Integrated Systems Inc.  
Emporia, VA  
cjohnson@tollbrothers.com  
(804)731-3385

Paul Johnson  
UFP San Antonio, LLC  
San Antonio, TX  
pjohnson@ufpi.com  
(817)822-0406

Jay Jones  
Truss Plate Institute  
Waldorf, MD  
jjones@tpinst.org  
(240)587-5582x2

Shawn Kelly  
Trussway Manufacturing, Inc.  
Whitsett, NC  
shawn.kelly@trussway.com  
(336)688-9522

Michael Kozlowski  
Apex Truss  
Jacksonville, FL  
mike@apextechnology.com  
(904)251-5775

Kevin Kraft  
Alpine, an ITW Company  
Glenview, IL  
kevin.kraft@alpineitw.com  
(847)687-2476

Rhonda Leppert  
Annandale Millwork and  
Allied Systems  
Chantilly, VA  
rleppert@amcasc.com  
(703)817-7715x245

Michael Luzier  
Home Innovation Research Labs  
Upper Marlboro, MD  
mluzier@nahbrc.org  
(301)233-2805

Scott McDonald  
SL-Laser Systems LLC  
Charlotte, NC  
smcdonald@sl-laser.us  
(704)996-8797

Norm McKenna  
MiTek USA, Inc.  
Chesterfield, MO  
nmckenna@mii.com  
(512)461-6218

Ed Robbins  
P. E. Robbins, P.E.  
Victoria, IL  
ed@perobbins.com  
(306)351-3383

Michael Ruede Jr.  
Wood Tech Systems  
Port St. Lucie, FL  
Mike@woodtechsystems.com  
(951)297-0085

Bill Sadler  
MiTek USA, Inc.  
Chesterfield, MO  
bsadler@mii.com  
(336)749-7996

Carl Schoening  
Eagle Metal  
Dallas, TX  
carl@eaglemetal.com  
(925)699-2873

Jack Schulz  
Clark Industries Inc.  
Monett, MO  
jack@clark-ind.com  
(417)737-1482

Zach Shepherd  
Engineered Building Design, L.C.  
Washington, IA  
ZachShepherd@ebdtruss.com  
(319)653-6235

Natalie Shifflett  
Quadd Building Systems LLC  
Remington, VA  
TashaB@quaddbs.com  
(540)687-0560

Anna Stamm  
The Component Manufacturing  
Advertiser  
Broken Arrow, OK  
anna@componentadvertiser.org  
(918)806-6498x3

Phillip Staples  
Wood Tech, Inc.  
Cookeville, TN  
pstaples1213@gmail.com  
(616)401-1333

Scott Stevens  
Modu-Tech  
Baltimore, MD  
sstevens@modu-tech.net  
(443)703-2636

Christopher Tatge  
Dynamic Construction  
Stoughton, WI  
christophertatge@gmail.com  
(608)228-5082

Glenn Traylor  
Timber Products Inspection, Inc.  
Peachtree City, GA  
trusguy@gmail.com  
(919)280-5905

Tom Valvo  
MiTek USA, Inc.  
Chesterfield, MO  
tvalvo@mii.com  
(314)616-9092

Andy Viars  
Simpson Strong-Tie  
McKinney, TX  
aviars@strongtie.com  
(407)595-0195

Luke Wiesen  
Truss Craft  
Grand Island, NE  
luke.wiesen@meadlumber.com  
(402)237-1236

Mike Wisnefski  
MaterialsXchange  
Chicago, IL  
mikew@materialsxchange.com  
(312)961-4962

Josh Wright  
The Truss Company & Building  
Supply  
Sumner, WA  
josh.wright@thetrussco.com  
(360)853-6930

### **Legal Counsel**

Kent Pagel  
Pagel, Davis & Hill, P.C.  
Houston, TX  
kjp@pdhlaw.com  
713-951-0160

### **SBCA Staff**

John Arne  
jarne@sbcacomponents.com  
(224)236-3698

Molly Butz  
mbutz@sbcacomponents.com  
(224)245-5118

Jennifer Gustafson  
jgustafson@sbcacomponents.com  
(224)236-3694

David Kircher  
dkircher@sbcacomponents.com  
(224)252-1172

Jess Lohse  
jlohse@sbcacomponents.com  
(224)236-3904

Ali Saladin  
asaladin@sbcacomponents.com  
(224)236-3841

Sean Shields  
sshields@sbcacomponents.com  
(224)244-5204

Ashley Stroder  
astroder@sbcacomponents.com  
(224)236-3725

Christine Wagner  
cwagner@sbcacomponents.com  
(224)236-3724

Laura Yasick  
soderlund.laura@gmail.com  
(224)244-6401

Talia Zanotelli  
tzanotelli@sbcacomponents.com  
(224)244-6783