



**OPEN QUARTERLY
MEETING SCHEDULE**

June 4-6, 2019

Hilton Fort Worth Hotel

815 Main St
Fort Worth, TX 76102

Date	Time	Meeting/Event	Location	Fee
Tuesday, June 4	12-1p	Lunch	Crystal D Ballroom	N/A
	1-4p	Leadership Development Seminar: Leading from the Middle Presented by Carlin Mueller & Jason Ward	Crystal D Ballroom	N/A
	6-8:30p	Group Dinner Meet in the Hilton Lobby at 6p and walk to the restaurant together. Dinner served at 6:30p.	Reata Restuarant 310 Houston St., Sundance Square Fort Worth, TX 817-336-1009	\$75* for dinner
Wednesday, June 5	6:45-7:15a	Breakfast	Crystal D Ballroom	N/A
	7:30-9:30a	M&M Mfg Tour Group will meet in the Hilton Lobby. Bus leaves promptly at 7:30a.	M&M Manufacturing 4001 Mark IV Parkway Fort Worth, Texas 76106	N/A
	10-11:30a	Industry Roundtable Discussion on Industry Scope of Work Flowchart & Strategic Vision	Crystal D Ballroom	N/A
	11:30a-12:30p	Lunch	Crystal D Ballroom	N/A

***Approximate cost shown. Attendees will be invoiced after the meeting.**

Date	Time	Meeting/Event	Location	Fee
Wednesday, June 5	12:30-2p	Economic Forecast Presented by Jacob Belk with John Burns Real Estate Consulting	Crystal D Ballroom	N/A
	2:30-4p	Digital QC Program Demonstration	Crystal D Ballroom	N/A
	4:30-9p	Team Building & Group Dinner Meet in the Hilton Lobby at 4:30p for ride shares. Team building starts at 5p with dinner to follow.	Billy Bob's Texas 2520 Rodeo Plaza, Fort Worth, TX 817-624-7117	\$65* for dinner
Thursday, June 6	7-7:30a	Breakfast	Crystal D Ballroom	N/A
	7:30-8:30a	Emerging Leaders Committee Meeting	Crystal D Ballroom	N/A
	9-11a	SBCA Board Meeting All are welcome!	Crystal D Ballroom	N/A

***Approximate cost shown. Attendees will be invoiced after the meeting.**



Open Quarterly Meetings 2019

Date

Location

February 26-28, 2019

**SBCA Open Quarterly Meeting
Bahia Resort Hotel
998 W. Mission Bay Drive
San Diego, CA 92109**

June 4-6, 2019

**SBCA Open Quarterly Meeting
Hilton Fort Worth
815 Main St
Fort Worth, TX 76102**

August 6-8, 2019

**SBCA Open Quarterly Meeting
Hyatt Regency Savannah
2 W. Bay St
Savannah, GA 31401**

October 22-25, 2019

**BCMC & SBCA Board Meeting
Columbus, OH**

INDUSTRY STRATEGIC VISION ROUNDTABLE AGENDA

Wednesday, June 5, 2019

10:00 – 11:30 am CT

**Hilton Fort Worth
Crystal D Ballroom
Fort Worth, TX**

- 1. Current Analysis of Component Manufacturing Landscape**
- 2. Innovation in Component Manufacturing**
 - a. Marketing terms & methods
 - b. Building market share
- 3. Opportunities for Component Manufacturers**
- 4. Threat of New Entrants**
 - a. Capital flowing into construction industry

QUALITY CONTROL PROGRAM/DIGITAL QC ROUNDTABLE AGENDA

Wednesday, June 5, 2019

2:30 – 4:00 pm CT

**Hilton Fort Worth
Crystal D Ballroom
Fort Worth, TX**

- 1. Current State of QC vs. Ideal QC**
- 2. Work with Alpha Sites and Current Digital QC Status**
 - a. Alpha sites involved in testing
 - b. Lessons learned from initial alpha site work
- 3. Digital QC Rollout**
 - a. Current status of Digital QC project
 - b. Estimated timeline assuming roadblocks are minor
- 4. Digital QC Demo**

EMERGING LEADERS COMMITTEE MEETING AGENDA

Thursday, June 6, 2019

7:30-8:30 am CT

Hilton Fort Worth Hotel

Crystal D Ballroom

Fort Worth, TX

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.

Background

1. SBCA Mission Statement (**APPENDIX A**)
2. Antitrust Law & Conflict of Interest Policies (**APPENDIX B**)
3. Actions of a Committee Requiring a Motion (**APPENDIX C**)
4. SBCA Structure (**APPENDIX D**)
5. Roles and Responsibilities of SBCA Committees (**APPENDIX E**)

1. Call to Order – Steve Stroder, Emerging Leaders Committee Chair

Emerging Leaders Committee Members: Steve Stroder (Chair), Dallas Austin, Greg Dahlstrom, Jared Dix, Justin Groom, Joe Halteman, Jason Hikel, John Holland, Darryl Hooper, Dustin Johnson, Michael Kozlowski, Justin Richardson, Tasha Shifflett, Ashley Stroder, Bryan Sylvester, Brad Unruh, Jason Walsh, Jason Ward, Travis White

2. Introductions, Sign-in Sheet and Opening Remarks – Steve Stroder

- a. Welcome to new committee members: Justin Groom, Dustin Johnson, Tasha Shifflett and Brad Unruh
- b. Announcement of Committee Co-Chair: Jason Hikel

3. Review and Approve Minutes of February 2019 Emerging Leaders Committee Meeting (EXHIBIT 1) – Jason Hikel

4. Review Agenda – Jason Hikel

- a. Are there other key issues we should place on the agenda or remove from the agenda?

5. Leadership Development, Management Training & Teambuilding Activities for Members of EL Committee – Jason Hikel

- a. Debrief on the first leadership training seminar held June 4 with Jason Ward and Carlin Mueller
 - i. Highlights?
 - ii. Feedback?
- b. Discuss future event planning
 - i. Something for Savannah?
 - ii. Ideas for 2020?

6. BCMC 2019 Activities Update – Jason Hikel & Staff

a. Fundraising Games on the show floor

- i. Planning 3 different games/activities on the show floor to raise money for the scholarship fund.
Goal: Finalize how each game will be set up/priced in order to maximize fundraising potential.
 - Drive-a-Nail
 1. Similar set up to last year. Will continue with 2019 One Hit Wonder buttons to drive competition.
 2. Shelter will donate the wood blocks. Jason Hikel has an idea for how to create a partition to improve the safety of the game and will provide materials, etc.
 3. Staff will take care of nails, hammers, safety glasses, etc.
 4. Cash prize again this year? Need a sponsor?
 5. Any other details to discuss?
 - Top Chord Golf
 1. Discuss sample attic truss from Dallas (see below) and finalize how game will work. Prize?
 2. Decide who can provide the netting.
 3. Staff will ask for truss to be donated from local CM, otherwise Dallas has offered to build and deliver it.
 4. Any other details to discuss?
 - Trike Races
 1. Finalize plan for buying vs. renting 3 trikes.
 - a. Buy: ~\$1500 for 3 “heavy duty” trikes (450 lb weight limit) and helmets
 - b. Rent: \$275 for 3 trikes and helmets from the rental company that is doing casino night (250 lb weight limit)
 2. Discuss Trike sponsorships.
 3. Discuss ideas for how to monetize this:
 - a. Charge XX dollars for a time trial – fastest XX racers have final race(s) during closing celebration to compete for cash prizes?
 - b. Keep a leader board to drive competition and have return customers to improve trial times?
 - c. Create relay teams, add challenges along the course?

b. Casino Night

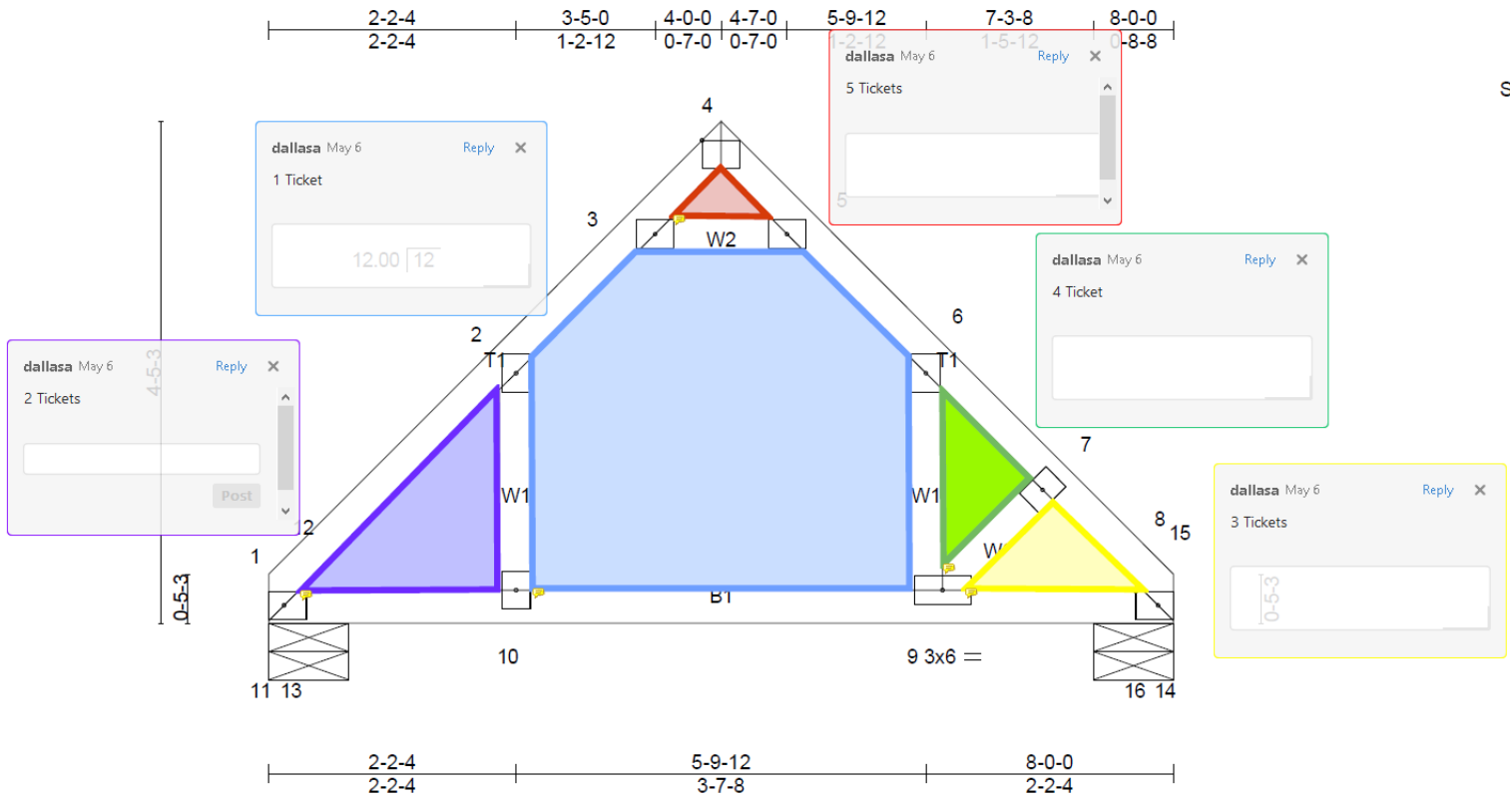
- i. Staff is working on contract for vendor to provide games and DJ.
- ii. Grand Prize: OQM trip again?
- iii. 50/50 raffle
- iv. Sponsors:
 - Premier - \$1000 (5 of 6 slots filled): 4Ward Consulting, Alpine, Panels Plus, SL-Laser Systems, WTS
 - Contributing - \$100-999: none yet
 - Volunteers needed to solicit sponsors.
 - New ideas for securing sponsors this year?

c. Workforce Development Activities

- i. BCMC Breakout Session in the works
 - Speakers: Justin Richardson, Randy Rickels, Shawnee Gunnett
- ii. Student day at BCMC - Will be similar to last year, minimal involvement needed from ELs.
- iii. Curriculum development
 - Subcommittee: Ashley Stroder, Kyle May, Jason Hikel
 - Group has met twice to discuss standards for developing lesson plans and ways to create hands-on experiences that CMs or educators can use in the classroom.

- 7. Old Business – Jason Hikel
- 8. New Business – Jason Hikel
- 9. Adjournment – Jason Hikel

Top Chord Golf Truss Layout for Discussion



EMERGING LEADERS COMMITTEE MEETING MINUTES

Wednesday, February 27, 2019

San Diego, CA

Call to Order

Steve Stroder, Emerging Leaders Committee Chair, called the meeting to order at 12:47 pm. He passed around the antitrust and conflict of interest policy and introductions were made around the room.

Attendance

Component Manufacturer in Attendance: Steve Stroder, Carlin Mueller, Josh Dermer, Randy Hansen, JoAnn Gidley, Dallas Austin, Shawnee Gunnnett, Kyle May, Jason Ward, Justin Richardson, Bryan Sylvester, Greg Dahlstrom, Jared Dix, Jason Walsh, Jason Hikel, Ashley Stroder

Associate Members & Suppliers in Attendance: Scott McDonald, Kevin Kraft

SBCA Staff: Mindy Caldwell, Jill Zimmerman, Evan Protexter, Molly Butz

Review and Approve Minutes from previous 3 Emerging Leaders Committee meeting.

Motion to approve the Minutes. Motion to approve by Greg Dahlstrom. Second by Jason Hikel. Motion passed unanimously.

Steve acknowledged the growing committee and welcomed scholarship winners Shawnee Gunnnett and Kyle May to the meeting.

Marketing/Growing the Committee

Steve and Mindy gave a brief update on new committee applicants: Dustin Johnson, Alpine and Justin Groom, Trussworks, LLC.

Mindy called for a review of the marketing subcommittee. The discussion focused on raising the profile for what the Emerging Leaders is all about but it was determined that a subcommittee was not necessary and that any "marketing" information could be vetted by the entire group.

Staff asked the group to consider whether the Emerging Leaders should continue to meet concurrently with another Committee meeting, or if everyone should be invited and encouraged to attend the Emerging Leaders Committee discussion.

PRIORITIES FOR 2019

Scholarship Fund

Jason Hikel reviewed the process for selecting the recipients and shared what a great experience it was. Each of the recipients was asked to give a longer introduction to their experience in the industry. Kyle joined the industry in June 2018, was previously a teacher and

got involved in the family business. Shawnee Gunnett got involved in construction in high school, moved on to a CTE program and then on to community college with a degree in construction trades. After she graduated she reached out to Big C and was hired. She's also highly involved in three high school advisory boards for construction programs in Michigan.

The recommendation is to continue to promote the Scholarship Fund. However, the group needs to continue to think about ways to raise money for the fund and be mindful of "donor fatigue." Suggestions included limited BCMC fundraising to one 50/50, rather than two. Discussion about the successful Drive-a-Nail game led to a broader discussion about ways to raise money. For the people that participated at BCMC, it was about the competition but was also fun because it was loosely tied to the industry.

New fundraising ideas included: more space, a bigger game, skee-ball through a truss, a tricycle race with betting on the riders, a sledgehammer nail drive (note that we need to find a way to make any version of a drive-a-nail game safer), cornhole, hole in one/golf game (Dallas suggested golfing through an attic truss), having multiple games in several places, creating a midway/carnival, introducing a VIP access program, an opportunity to have breakfast with presenters.

SBCA Engagement Activities

Fundraising and planning for engagement activities can be handled by the whole committee. Anything for the Attendee Promo needs to be turned in by early May at the very latest. Anything for the show floor would need to be submitted by early June.

The group needs to schedule multiple calls between now and the June OQM.

Casino Night will be held in a more standard meeting room. We should check in with the other suppliers to see if they have events planned.

WFD Activities

Student Day at BCMC included two schools. It was noted that the additional Emerging Leaders were not needed at the end to answer questions, the CM can do all of that. Even if it's only successful for one CM, it's worth it.

The Emerging Leaders group is uniquely positioned to connect CMs with schools. The key is determining what the first steps are so the CMs can make these connections with High Schools. This starts by determining who the best contacts are, whether that's the Principal or the Tech Department teacher. Districts are all different and some are more willing to help than others.

One of the big things that Dallas and his group teach is that this trade is portable nationwide and is a good way for young people to get up and out of the small towns they live in, if that's what they are looking for.

The group determined that there should be a Learning Lab or a BCMC Session on Student Interactions Best Practices.

Jason Hikel gave an update on the status of the Truss Building Kit Initiative, indicating that the kit was built, photos are available but currently there are no marketing materials. Once the marketing information is ready, having a one-click to purchase the whole kit would be perfect for kids, hands-on, STEM learning/teaching.

This led to a discussion on how to approach this concept. Instead of the larger kit, it was suggested the group put together a smaller kit with three trusses, a testing apparatus, etc. Then the accompanying materials could teach about load paths, etc. and potentially incorporate a tour of a CM plant. There are also truss apps available that may be worth looking into.

Kevin Kraft told the group about a \$2000 portable truss tester that Alpine uses for learning opportunities. The kids design a truss and build it out of 1x material. It gets put on the truss rack and each student adds a post-it on the truss where they think it will fail and with what load. Then they “test” the truss to destruction. Kevin agreed to help with everything.

Subcommittee to build a portable truss testing “machine”: Kevin Kraft, Jason Hikel, Kyle May, Ashley Stroder

Leadership Training/Teambuilding at an OQM

The group discussed that this could be Tuesday or Thursday afternoon. It could be similar to the California Chapter meeting and Joe’s metrics presentation where people flew in early. This should be easier to accomplish in Dallas as it’s a more central location. This could be Leadership Development training, with a thought toward Engineering Development at the next OQM. It would be a great thing for the Emerging Leaders to host some sort of education session at each meeting.

Jason Ward offered to present at the first one in Fort Worth, but eventually we may want to think about bringing in professional speakers. These special events and speaking engagements could become a fundraiser.

A potential schedule suggestion for the Tuesday of the Fort Worth OQM would be: Leadership Training, Noon-4pm, Roundtables 4-5pm, Happy Hour 5-6pm, Dinner at 6pm.

The subcommittee can decide on topics. Jill indicated it might be as much as \$5000 for an outside speaker. Jason Ward and Carlin Mueller volunteered to speak the first time.

We need to continue to write articles with and about the Emerging Leaders. It helps folks understand why they should get involved in the industry.

It was suggested that we start a podcast with 2-3 emerging leaders and a mediator.

Old Business

No old business.

New Business

No old business.

Adjourn

Steve called for a motion to adjourn. Motion to adjourn by Jason Hikel. Second by Jason Ward. Motion passed unanimously.

The meeting adjourned at 2:37 pm.

/meb

BOARD MEETING AGENDA

Thursday, June 6, 2019

9:00 – 11:00 am CT

**Hilton Fort Worth
Crystal D Ballroom
Fort Worth, TX**

Background

1. SBCA Mission Statement (**APPENDIX A**)
2. Antitrust Law & Conflict of Interest Policies (**APPENDIX B**)
3. Actions of a Committee Requiring a Motion (**APPENDIX C**)
4. SBCA Structure (**APPENDIX D**)
5. Roles and Responsibilities of SBCA Committees (**APPENDIX E**)
6. Responsibilities of SBCA's Board of Directors (**APPENDIX F**)
7. *SBC Magazine* Advertisers (**APPENDIX G**)
8. Industry News Articles Written by Staff (**APPENDIX H**)

Meeting Agenda

1. **Call to Order** – Greg Griggs 9:00 am
 - a. **Introductions, Sign-in Sheet, Opening Remarks and Recognition of Meeting Sponsors** – Greg Griggs
 - b. **Review and Approve Minutes of February 2019 (EXHIBIT 1)** – Greg Griggs
 - c. **Review Agenda: Changes Needed or Additional Industry Issues/Discussion Topics to Add?** – Greg Griggs
 - d. **2019 OQM Schedule**
 - i. **August 6-8:** Hyatt Regency Savannah in Savannah, GA
 - ii. **October 22-25:** BCMC & Board Meeting in Columbus, OH
2. **Treasurer's Report** – Mike Ruede 9:05 am
 - a. Budget Critical Management
 - i. 2019 Year-to-Date Financials/Operations Report
 - b. Treasurer Financial Policy Recommendations (if any)
 - c. Staff's Management Recommendations (if any)
 - d. Approve Treasurer's Report
3. **Nominating Committee Report** – Jim Finkenhoefer 9:20 am
4. **BCMC Report** – Greg Dahlstrom/Scott McDonald 9:25 am
5. **SBC Magazine Update** – Staff 9:35 am

- 6. Committee Updates** 9:45 am
- a. Advocacy (Rick Parrino)
 - b. Emerging Leaders (Jason Hikel for Steve Stroder)
 - c. Equipment Council (Greg Griggs for John Herring)
 - d. Executive (Greg Griggs)
 - e. IT (Staff for Greg Dahlstrom)
 - f. Management (Jeff Taake)
 - g. Marketing (Greg Griggs)
 - i. Stick to Truss Presentations – Jess Lohse
 - h. Membership (Gene Frogale)
 - i. Update on SBCA Capital Area/OFH Culpepper Build
 - i. QC (Scott Ward)
 - j. Safety (Jason Ward)
- 7. Roundtable on Current Industry Topics – Greg Griggs and Staff** 10:15 am
- 8. Industry Supplier Updates** 10:30 am
- 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 & Mike Cassidy
 - c. TIBC Update – Greg Griggs & Kevin Kraft
 - d. Thoughts from attendees representing lumber and EWP supplying industries
 - e. Input from other suppliers in attendance
 - f. Raw material supply chain issues or trends affecting component manufacturers?
- 9. National Framers Council Update – Ken Shifflett** 10:40 am
- 10. Old Business – Greg Griggs** 10:50 am
- 11. New Business – Greg Griggs** 10:55 am
- 12. Adjournment – Greg Griggs** 11:00 am

BOARD MEETING MINUTES

Thursday, February 27, 2019

San Diego, CA

Opening Remarks

Greg Griggs opened the meeting at 8:01 am. Introductions were made around the room and the SBCA Antitrust Statement was circulated and signed by all meeting attendees, thereby acknowledging the SBCA antitrust policies in effect.

Attendance

Component Manufacturers: Dallas Austin, Keith Azlin, Bill Blades, Bob Dayhoff, Greg Dahlstrom, Jack Dermer, Jared Dix, Larry Dix, Barry Dixon, Jim Finkenhoefer, Gene Frogale, Howard Gauger, Greg Griggs, Shawnee Gunnnett, Joe Hikel, Jason Hikel, Paul Johnson, Tom Kurowski, Kyle May, Carlin Mueller, Tim Noonan, Rick Parrino (via SBC Connection), Dean Rana, Justin Richardson, Mike Ruede, Kenny Shifflett, Jeff Smith, Steve Stroder, Steve Strom, Bryan Sylvester, Jason Walsh, Jason Ward, Scott Ward, Josh Wright, Javan Yoder

Suppliers in Attendance: Darren Conrad, Mike Cassidy (via SBC Connection), Bill Howard, Mike Johnson, Kevin Kraft, Norm McKenna, Scott McDonald, Scott Miller, Baird, Quisenberry, Mike Ruede, Jr., Michael Schwitter, Steve Shrader

SBCA Legal Counsel: Kent Pagel

SBCA Staff: John Arne (via SBC Connection), Molly Butz, Mindy Caldwell, Suzi Grundahl, Kirk Grundahl, TJ Jerke, Trish Kutz, Jess Lohse, Evan Protexter, Sean Shields, Jill Zimmerman

Past Meeting Minutes

Motion to approve the Board meeting minutes from October 2018. Motion by Steve Stroder. Second by Joe Hikel. Motion passed unanimously.

2019 OQM Schedule

The group reviewed the rest of the OQM schedule for 2019. The upcoming meetings will be held in Fort Worth, TX; Savannah, GA; and Columbus, OH.

Treasurer's Report

Mike Ruede and staff provided the Board with an overview of the SBCA year-to-date profit and loss statement and budget for 2019.

Motion to approve the Treasurer's Report including approval of the 2019 budget. Motion by Jeff Smith. Second by Scott Ward. Motion passed unanimously.

BCMC Update

Greg Dahlstrom thanked all the exhibitors for making last year's show so successful. This year's show theme is "Set Your Course." The exhibitor promotion was mailed and Greg encouraged everyone to reach out to their vendors and encourage them to exhibit at BCMC. So far, there are 39 exhibitors signed up, representing 45,400 square feet. Tim Noonan said the committee is currently planning for 12 education sessions. Initial planning calls have started and a few speakers have already been lined up. Scott McDonald emphasized that the BCMC show is very easy to get into and very inexpensive compared to other shows in this industry. One schedule change is that on Monday evening, BCMC will host Top Golf in place of the traditional golf outing.

SBC Magazine Update

Staff reported the digital edition of the Magazine gets on average 1600+ daily active users. Sbcmag.info gets 325,000+ unique page views per year. SBC Industry News, NFC Framing News and Energy Efficiency & Building Science News go out to a little over 6000 valid emails each week. Approximately 26 percent open the email message and 14-15 percent click on at least one headline. One of our current initiatives is to significantly grow our database of outgoing emails to include more building officials, architects, engineers, framers and specifiers.

There is an online poll just above the headlines in each Industry News edition. There will be a new poll each week to help staff writers gather a few pieces of information on a given topic that can help drive article content and to reach out to CMs for perspective.

Staff thanked the magazine's program advertisers, without them we couldn't publish the magazine. We could always use more advertisers, so please reach out to your suppliers, particularly the ones who you know exhibit at BCMC, and ask them to support the industry through the magazine. A reader survey for the magazine is going out as well. Everyone was encouraged to fill that survey out to help magazine staff further hone content and how it's delivered to readers.

SBCRI Third Party QA Update

Staff gave a brief overview on the transition of this program to SBCRI away from TPI. The current focus is to maintain the existing inspectors and the inspection process and fee structure. However, there is a lot of opportunity to make the inspection process more cost effective and also help SBCA build relationships with non-member plants and ultimately driving them to become members.

Weather Testing

Staff acknowledged and thanked the Mid-Atlantic Structural Building Components Association for donating \$2500 toward the SBCA weather testing project.

Industry Roundtable

Greg asked the Board to reaffirm the Component Design Software Products SBCA policy that was originally adopted in 2002.

Motion to reaffirm the Component Design Software Products policy. Motion by Steve Stroder. Second by Gene Frogale. Motion passed unanimously.

Industry Supplier Updates

Truss Plate Manufacturers

On behalf of Alpine/ITW, Kevin Kraft shared that steel prices are slowly trickling down, however the collapse in the Brazilian iron ore mine will likely have an impact on scrap costs. The U.S. Section 301 trade action has been delayed, but that will likely have an impact on steel prices as

well. Kevin said John Burns predicts housing starts are going to soften in 2019, and there will likely be a slight correction in 2021. Alpine is predicting a reduction to 1.1M housing starts that year, and then a rebound will occur. There was a general discussion about that prediction, and it was observed there appears to be a shift toward multi-family starts.

On behalf of Eagle Metal, Baird Quisenberry agreed with Kevin's assessment of the steel market.

On behalf of MiTek, Bill Howard also agreed with Kevin's report on steel. They are also observing a lot of multifamily activity early in 2019 and they see that demand to continue to be strong for the foreseeable future. He acknowledged part of the reorganization within MiTek is being driven by trying to address more global housing demand.

On behalf of Simpson, Daren Conrad agreed with all the other suppliers on having a positive outlook. He mentioned that there are several early adopters of the 2018 building code, which will have an impact on wind loads.

TPI

Mike Cassidy, TPI's Executive Director, reported they have 19 supplier companies participating in meetings regarding their cross platform initiative. A subcommittee of seven suppliers has been formed to review SBCA's uniform data standard work to see how that work can be incorporated into the initiative. There is also a floor truss initiative, they are pursuing the goal of enhancing the value of floor trusses to grow market share. That initiative is also looking at top chord bearing floor trusses. He also indicated TPI will begin the process of creating a project committee to update the TPI 1 in the fall of 2019. They are also working on a web reinforcement and TNL bracing methodology. They will be looking at multi-ply girders as well.

Kevin Kraft added that through the TIBC, all of these TPI initiatives will be evaluated to understand any potential downstream impacts any of this work might have on the entire industry.

There was then a brief discussion on the work the TPI cross platform initiative working group is doing and when there will likely be a working draft for the industry to react to.

Committee Updates

Advocacy (Rick Parrino)

Staff reported for Rick that one of the things SBCA has been tracking lately is a bill in New Jersey that aims to curtail wood construction. Fortunately, that legislation appears to have no traction, but it illustrates that these issues can come up quickly and are important to track. Paul Johnson summarized how he had worked with staff on changing requirements for truss layouts and pursue an IBC-like approach of only putting directional information on layouts at the time of initial submittals. Members were asked to keep track of possible adverse legislative or regulatory actions and to alert staff to help when issues arise.

Emerging Leaders (Steve Stroder)

Steve reported that there are several new participants in the Emerging Leaders group, including the two who won the scholarship award for 2019, Shawnee Gunnnett and Kyle May. The group is already planning several activities for BCMC 2019. The truss building and testing projects for students have a lot of momentum behind them. The Emerging Leaders also want to support the new podcast series. They are interested in putting together a leadership session at the next OQM in Fort Worth. There are also two new members on the committee, Dustin Johnson and Justin Groom.

Executive Committee (Greg Griggs)

Greg said the TIBC is developing into an effective communication channel. He also pointed out that the weekly executive committee calls have been expanded this year to include members of

the board and suppliers to facilitate discussions amongst a broader group outside of the OQM structure.

IT (Greg Dahlstrom)

Greg said they are working on putting together an article on helping CMs respond to the ransomware threat. Mike Ruede suggested everyone should look at ransomware insurance. There was a general discussion on what occurs during a ransomware attack and the challenge in recovering encrypted files. This led to a discussion on being prepared for the unexpected, from cyber-attacks to natural disasters and training employees on how to spot and not engage with fake emails.

Management (Suzi Grundahl for Jeff Taake)

Suzi said the biggest project is a link to participate in the Financial Performance Survey, she emphasized that a third-party handles all the survey data to ensure confidentiality.

Marketing (Greg Griggs)

Greg reported the committee is working on a lot of different projects. The primary one is adding content to the bestwaytoframe.com website, which is getting a lot of traction especially through our partnership with Tim Carter at Ask the Builder. The CM Toolbox continues to evolve, and there is an effort to bolster SBCA's digital photo library for use in articles and training programs. There is a new effort to develop a scope of work flow chart for the component manufacturing industry.

Membership (Gene Frogale)

Gene gave an update on all initiatives the membership committee is working on to grow association membership. He reported that there are over 1000 CMs across the country who are not members that the association can target to recruit. He reported they added 28 CM new members and he has a goal of adding 35 new members this year. Recruitment methods will be handled more regionally this year, focused on inviting non-members to regional meetings that offer value to draw them into the association. We are identifying non-members who receive and read Industry News to follow up with them through a targeted social media campaign.

QC (Scott Ward)

Scott reported the digital QC project is the top priority. There are two alpha testing plants to work on the digital QC approach and then there will be a beta testing phase as SBCA rolls the program out. Members can still sign up for the current program and it will make transition into the digital QC program that much easier.

Safety (Jason Ward)

Jason reported the results of the industry safety survey are now available online. He indicated that 54% of respondents wanted to provide more safety training. In addition to creating a lot of specific toolbox talks to help safety managers host targeted training throughout the year, he suggested everyone should be using SBCA's Operation Safety program, suggesting the cost is equivalent to an employee needing one tetanus shot. The safety summit at BCMC was hugely successful. Seventy-five percent of respondents said their most common injury were hand punctures, cuts and lacerations. As a result, the committee is look at ways to target hand safety and provide best practices to CMs.

National Framers Council Update

Kenny Shifflett reported that Scott Stevens of ModuTech is the president of NFC. He reported the NFC now has 66 framer members, 119 skilled subcontractors, 15 professional members and there are 44 sponsor (non-framer) members. In addition, there are 173 FrameSAFE subscribers. Now that FrameSAFE is a successful product, the NFC has created four additional committees to focus on the next generation of products and services NFC can offer to the

framing community. The best practices committee is working to develop recommended documents for framers to use. The standards committee is looking to establish recommended tolerances and standards to define what is plumb, level and square. The marketing committee is looking at recruiting new members and providing education to the market. The product performance committee is looking to survey members to identify opportunities to develop product best practices. He then reviewed the NFC summit planned for 2019.

Chapter Update

Gene Frogale gave an update on the fundraising and donations collected so far to build a house for a wounded veteran in Culpepper, Virginia.

Old Business

There was no old business.

New Business

Mike Ruede proposed that SBCA absorb the cost of dinner last night given the weather.

Motion to have SBCA cover the cost of dinner. Motion by Scott Ward. Second by Jim Finkenhoefer. Motion passed unanimously.

Adjournment

Motion to adjourn. Motion by Jeff Smith. Second by Javan Yoder. Motion passed unanimously.

The meeting adjourned at 10:23 am.

/ss

APPENDIX A

Mission Statement

What We Are...Structural Building Components Association (SBCA)

SBCA is the information conduit for our membership to stay abreast of leading-edge marketplace issues. We disseminate this information through educational seminars, membership support, SBCA chapters and our industry publications.

Our Purpose...

We provide the services our membership needs to continue expanding the market share of all structural building components by promoting the common interests of those engaged in manufacturing trusses, wall panels and related structural components to ensure growth, continuity and increased professionalism, which will strengthen the structural building component manufacturing industry's influence.

What We Do...

- SBCA formulates policy that protects and advances the interests of its members by initiating and carrying out projects that address membership concerns and promote industry marketplace interests.
- SBCA acts as the voice of the structural building components industry to legislative, regulatory and standards-generating agencies.
- SBCA provides membership services, including addressing technical questions, serving members through the creation of various products and publications, and providing support to each SBCA committee.
- SBCA supports each of its chapters to enable our industry to put a human face on the structural building components industry.
- SBCA supports research, development and testing of structural building components - trusses, wall panels, and related structural components - to root the industry in sound engineering and improve the quality, efficiency and cost-effectiveness of our products, for the purpose of achieving greater product acceptance.

For Whom...

All structural building component businesses, material and equipment suppliers, and industry professionals.

Why...

SBCA desires to promote the consistent, safe, economic, and structurally sound design, construction and use of structural building components, thereby increasing their market penetration.

- By successfully implementing its policies and serving the needs of its membership, SBCA will have the potential to make a significant difference on behalf of the entire structural building components industry.

APPENDIX B

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 either 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.

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;
 - 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.
 - 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.

APPENDIX C

ACTIONS OF A COMMITTEE REQUIRING A MOTION

POLICIES AND RESOLUTIONS

Questions that come up are: (1) what is a policy; (2) what is a resolution; (3) how are policies and resolutions different, and (4) what committee action requires a motion (which is a motion of the committee and if approved, is then submitted to the Board).

Policies:

The term "Policies" are not intended to be tightly defined, but instead to be highly flexible. They are usually a course or method of action selected by one of the committees and then approved by the Board. They help guide present and future decisions which in turn help to carry out a particular course of action. The goal through adopting policies is to establish a coherent set of decisions with a common long term objective affecting or relevant to the structural building component manufacturing industry.

An example of a policy is the "Component Design Software Products" policy that was first approved by the Component Manufacturers Roundtable, a SBCA Committee, in July of 2002. This policy was also approved by the Board. Since then it has been reviewed and reaffirmed by the Board in both 2012 and 2014.

The policy reads:

The construction industry is not best served, and the component manufacturing industry will be harmed, if Software Products are leased to, sold to, licensed to or used by any person or entity that does not design, manufacture and sell components. The Software Products should therefore only be used by licensed component manufacturers for their own design, manufacturing and sale of structural components. Excluded from this policy would be any sale and design companies who sell and design components only for a particular component manufacturer under contract or any design companies who design components only for a particular component manufacturer under contract. In such cases the licenses to use the Software Products should contain appropriate restrictions.

Resolutions:

"Resolutions," as compared to policies, are a formal expression of opinion or will of a committee or the Board agreed to by a vote of such committee or Board. A resolution usually settles or resolves an issue. A resolution is a decision to do or not do something.

1. All new policies or any policy modifications should be approved by a committee by motion and submitted to the Board for consideration.
2. Any resolution should be approved by a committee by motion and submitted to the Board for consideration. Remember that resolutions are substantive-they usually resolve some issue and involve a decision to do something.
3. Resolutions are not to be confused with tasks, which are essentially a piece of work assigned to someone such as SBCA staff to undertake, and are a method to achieve the existing priorities that have been defined by the Committee. Certainly any activity of a committee which has SBCA budget or financial implications should be viewed as a resolution.

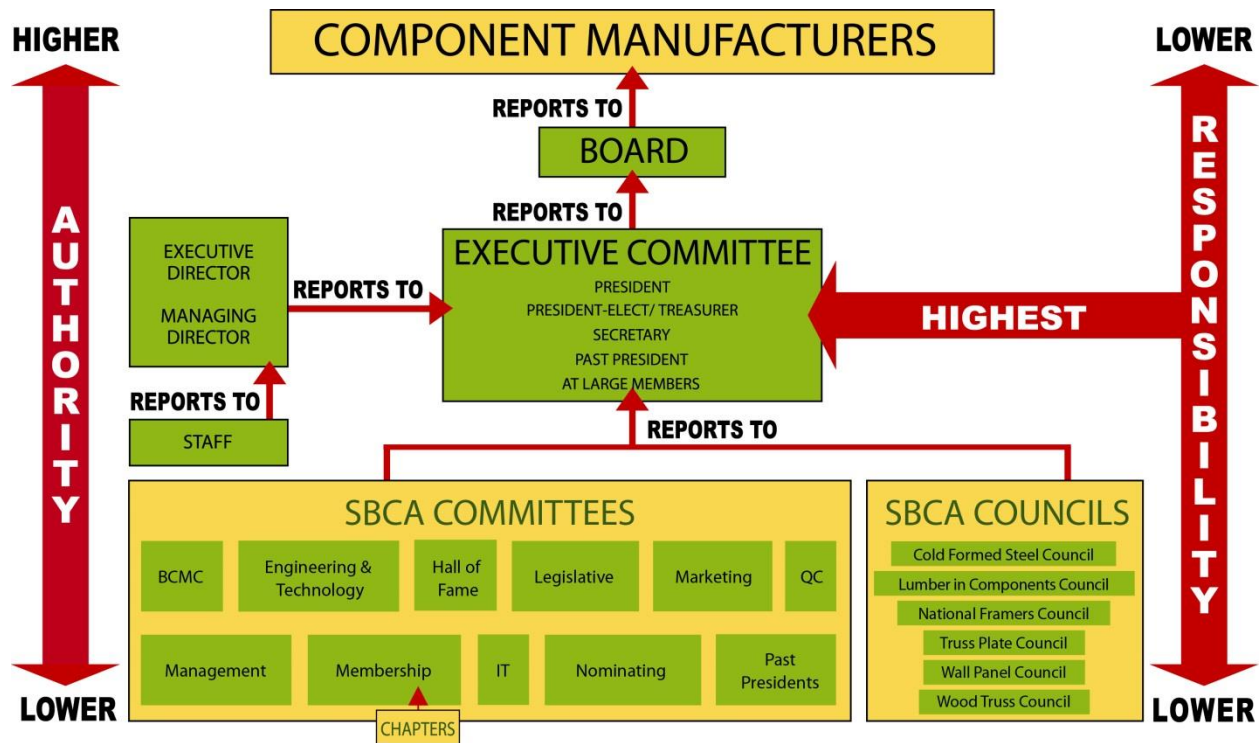
An example of a resolution is that past presidents will be offered complimentary member status upon retirement, which resolution was approved by the Executive Committee in March, 2002. The resolution was also approved by the Board.

The resolution reads:

Committee: Executive

Upon retirement from the industry, or upon ceasing to be in the employ of a member company, the past presidents will be offered a complimentary member status and a complimentary invitation to the BCMC. In addition, all past presidents shall receive emeritus member status, which shall include non-voting status and lifetime board membership status.

APPENDIX D



APPENDIX E

Roles and Responsibilities of SBCA Committees

The most important roles of every Committee include:

- Bringing ideas and focus to what goals and objectives the committee should accomplish for the year.
- Helping to develop and prioritize the tasks to be accomplished.
- From these priorities, help define an implementation strategy.
- From this strategy, help define the SBCA budget for the year.
- Assist and mentor staff in making progress on the committee strategy.

APPENDIX F

Responsibilities of SBCA's Board of Directors:

1. Personally hold and support the **VISION** of the organization.
2. Explicitly address fundamental **ORGANIZATIONAL VALUES**. (*The essence of what the organization believes, the relative importance of certain principles, what it stands for, and how it works rather than its words.*)
3. Force and view issues from an **EXTERNAL FOCUS** point of view.
4. Enable an **OUTCOME DRIVEN** organizing system.
5. Separate **LARGE ISSUES** from small.
6. Force **FORWARD THINKING**.
7. Enable **PRODUCTIVITY**. (*The Board should lead, not simply react.*)
8. Facilitate **DIVERSITY** and **UNITY**.

9. Define **RELATIONSHIPS** to relevant constituencies.
10. Define a common basis for **DISCIPLINE**. (*Sticking to the Board's responsibilities, being decisive without being impulsive and keeping discussion to the point.*)
11. Delineate the Board's **ROLE** on the **ISSUES**.
12. Determine what **INFORMATION** is needed.
13. **BALANCE** overcontrol and undercontrol. (*The Board must not spend time on the trivial but it should expect staff accountability in managing association affairs.*)
14. Use Board time **EFFICIENTLY**.

*Summarized from *Boards that Make a Difference*, John Carver (emphasis added)

SBCA Bylaws

12. DUTIES, RESPONSIBILITIES, AND ACCOUNTABILITY OF ALL DIRECTORS.

All Directors shall meet certain standards of conduct and attention to his/her responsibilities to the Association including:

- (a) Exercising due care in all dealings with the Association and its interests. This includes careful oversight of financial matters and reading of minutes and Association Policies, attention to issues that are of concern to the Association and raising questions whenever there is something that seems unclear or questionable;
- (b) Avoiding conflicts of interest, including the appearance of conflicts of interest. This includes personal conflicts of interest or conflicts with other organizations with which a Director is a member. The Association recognizes however that Directors employed by Associate Members may find themselves at times in a position where their interests are not perfectly aligned with Directors employed by Regular Members and in those instances such Directors employed by Associate Members shall clearly identify areas of potential conflict of interest prior to taking action with respect to the Association in their positions as Directors; and
- (c) Obedience to the Association's central purposes must guide all decisions. Directors must also ensure that the Association functions within all legal requirements and its own Bylaws and Association Policies.

Additionally, all Directors employed by Regular Members shall (i) Use reasonable efforts to implement Association Policies; (ii) Contribute to future Association policy formation process by offering opinions, discussion and drafts of new policies or policy modifications; (iii) Use reasonable efforts to develop and strengthen, through the Association Policies, practices, products and services, the structural building components industry; (iv) Assist in the mentoring of Association staff through providing industry knowledge; (v) Communicate with and seek the assistance and expertise of the Association and its staff regarding issues and activities locally and regionally concerning industry matters pertaining to legislation and regulation, building codes, engineering practices and requirements, education/training opportunities, industry risk issues, insurance, or the quality or fire performance of structural building components; and (vi) Report to the Association on Chapter and Chapter Incorporated Associations activities, policies, meetings and undertakings.

APPENDIX G

SBC Magazine Advertisers

Gold Program

Alpine, an ITW Company
Clark Industries, Inc.
Eagle Metal Products
Eide
HOLTEC USA Corporation
Lakeside Trailer Manufacturing, Inc.
MiTek
NWH Roof & Floor Truss Systems
Simpson Strong-Tie Co.

Silver Program

Hundegger USA, L.C.
Terminailer
Vecoplan
Wasserman & Associates, Inc.
Wescana Industries Inc.
Wood Truss Systems, Inc.

SBC Housing Starts Online Sponsorship

Wasserman & Associates, Inc. (monthly, position
4Ward Consulting Group (3 months, position 2)

“On the Newstand” Online Sponsorship

Alpine (position 1)
Hundegger USA, L.C. (position 2)

SBC Industry News Online Sponsorship

Eide (48 weeks: positions 1 & 2)
Alpine (24 weeks: position 3)
Eagle Metal (24 weeks: position 3)
Position 4 is open

APPENDIX H

2019 Industry News Articles Written by Staff (as of 5/23/19)

May 21, 2019

[Poll: Listening to Podcasts](#)

[Why Framers Partners with Automated Products](#)

[Wisconsin Building Supply's 'Win-Win' Internships](#)

[Do IRC Limitaitons Provide Sales Advantages for CMs?](#)

[‘Ask the Builder’ Can Trusses Solve 2x10 Limitations?](#)

[Annandale's Frogale: "We're Excited to Build the House"](#)

May 14, 2019

[Poll: Interacting with Your Competitors](#)
[How Plum's Parrino Takes Advantage of the Codes](#)
[California TrusFrame Invests in its Future](#)
[How the IRC and IBC Codes Impact Construction Projects](#)
[Update on the TPI Cross-Platform Initiative](#)
[ANSI Is the Most "Rigorous Accreditation Process" Says ICC CEO](#)

May 7, 2019

[Poll: Multi-ply Girders](#)
[Industry Suppliers Set Their Course for Columbus!](#)
[How to Avoid Truss Damage From Plumbing](#)
[BFS' Griggs Asks: Are You Protecting Your Business?](#)
[Kylmala Truss Gets Big Return from QA Inspections](#)
['Ask the Builder' Makes an Impact on 'Bestwaytoframe.com'](#)

Apr 30, 2019

[Poll: Charity Work](#)
[How Does California TrusFrame Build a Strong Design Team?](#)
[What Do You Think Caused This Collapse?](#)

[Apex Truss' Larry Dix: Benefits of Sharing Knowledge](#)
[Check Yourself Before You Deck Yourself](#)
[Could 3-D Printing Replace Component Manufacturing?](#)
[Important Clarification on Special Inspections of Trusses](#)
[Charts: New Homes Sales on the Rise Again](#)

Apr 23, 2019

[Poll: Structural Floor Product Sales](#)
[Shelter Systems Launches 360 VR Video](#)
[Apex & True House Collaborate on 6790 sqft of Amazingness](#)

[Floor Trusses Reduce Aches & Pain Says 'Ask the Builder'](#)
[Video: Kattera CEO Shares Their Vision for Housing](#)
[SBCA Podcast Finds: JBRC Insights on Today's Housing](#)
[Are Component Sales About to Explode?](#)

Apr 16, 2019

[Poll: Plant Tours & Lawmakers](#)

[Top 10 SBC Industry News Headlines of Q1 2019](#)
[Where Did 1/32" Plate Embedment Tolerance Originate?](#)
[Tornado Season & Collapse, Are Building Materials to Blame?](#)
[44-Foot Long Wall Panels; How Perfect Can They Be?](#)

[Stark Truss Invests in Powerful HR & Sales Tool](#)
[WTO: USDOC Needs to Conform to Obligations Under Anti-Dumping Agreement](#)

Apr 9, 2019

[Poll: Thoughts on Wall Panels](#)
[What is the Off-Site Framers Supply Chain Role?](#)
[Rigidply Rafters Reaches Out to Building Designers](#)
[The Value of NCSEA Truss Bracing Collaboration](#)
[Stick Framing Converted to Off-site Components in TX](#)

[Video: Builder Matt Risinger on Why "I Love Floor Trusses!"](#)
[Carpenter Contractors' Motto is "The Customer is King"](#)

Apr 2, 2019

[Poll: In-Plant Dust Collection](#)
[BFS' Griggs: You Can Learn from the Pain of Others](#)
[CTF's Ward: Safety Can Lead to Faster Production](#)
[DOL Issues Proposes Rule Change on Overtime Pay](#)
[How Does an 'ANSI Report' Compare to an 'ICC Report'?](#)

Mar 26, 2019

[Poll: Ideas on the Future of Equipment](#)
[The Science of Weathered Performance for Joists & Trusses](#)
[Shelter Systems' Big Success Tied to BIM](#)
[Casey Carey: Designer Cohesion & Fantasy Football](#)
[A-1 Roof Trusses Uses Perpetual Motion for Team Building](#)
[What the Blue Tarp Index Suggests for Truss Demand](#)

Mar 19, 2019

[Poll: How Do You Fill Your Excess Capacity?](#)
[Video: Set Your Course for BCMC 2019 in Columbus!](#)
[Ask the Builder' Promotes Attic Trusses in 60+ Major Metros](#)
[ModuTech Recruits and Wins With Student Task Force](#)
[Frogale: Builders Want Our Panel Technology](#)

[3 Paths to Home Construction, Which Are You On?](#)

Mar 12, 2019

[Poll: Women in CM Production Roles](#)
[Ask the Builder': What's the Value of Wall Panels?](#)
[Best Recruiters? Local and 'Relatable' Interns](#)
[How and Why is Truss Weather Testing Done?](#)
[Engineered Truss Systems Prefers Challenging Trusses](#)
[Shuffleboard Helps CMs Solve Industry Challenges](#)

Mar 5, 2019

[Poll: SBC Mag Reader Survey](#)
[BFS' Griggs: Can't Keep Doing What We've Always Done](#)
[The Original 'Offsite Framing' Solution](#)
[Can In-Plant Truss QC be Made Easier?](#)
[Would You Like to Know How Weather Affects Trusses?](#)
[BCSI Knowledge Helps OSHA Compliance Officers](#)
[Building Official: We're More Educators than Enforcers](#)

Feb 26, 2019

[Video: Trusses Can Make Your Dreams Come True](#)
[Ask Your Vendor About Hanger Allowable Load Reductions](#)
[Weathering Plan Keeps All CMs in Mind](#)
[Video: Wilson Lumber Makes Trusses Look Good!](#)
[Chart: Builder Sentiment Rebounding in 2019](#)
[Video: Proper Plate Tacking Saves Injuries](#)

Feb 19, 2019

[Industry Mourns Loss of Alpine's Charlie Vaccaro](#)
[Industry Loses Lakeside Trailer Founder, JD Helton](#)
['Ask the Builder' Shares the 'Magic' of Components](#)
[Nelson Truss Says Truss Design is 'Both Art and Science'](#)
[ANSI Accredits Confidence 'Certified Once, Accepted Everywhere'](#)

February 12, 2019

[City Lumber Takes on Truss Jobs Requiring Certification](#)
[Fire Service Tries to Ban Wood Construction in NJ Again](#)
[BFS Boosts Production Efficiency with Simple Addition](#)

February 5, 2019

[Parties Present Threat to Student Housing Floor Systems](#)
[Cross-Platform Initiative Aims for 'Plug and Play' Equipment](#)
[Have You Considered These Product Use Risks?](#)

[New Homes Sales Unexpectedly Spike in November](#)

January 29, 2019

[Former SBCA President Jess Lohse Joins SBCA Staff](#)
[Update on TPI's Cross-Platform Equipment Initiative](#)
[2 CMs Chosen for 2019 Emerging Leaders Scholarship](#)
['Set Your Course' for BCMC 2019 in Columbus](#)

January 22, 2019

[Big Builders Say Market "Pause" is Over!](#)
[Chart: What Builders Will Use Component Framing More?](#)
[Woodhaven's Approach to Mentoring Over 225 Officials](#)
[3-For-1: Heartland Reaches Officials, Builders & Framers](#)

January 15, 2019

[Chart: What Will Happen to the Wall Panel Market in 2019?](#)
[It's Time for CMs to Demand & Pursue Innovation](#)

January 8, 2019

[CM & Supplier Team Up to Reach 600 Students](#)
[Top 20 SBC Industry News Headlines of 2018](#)
[CM Wins Unique Christmas Truss Tree Contest](#)
[NC Students Learn Post-Frame & Truss Construction](#)
[Chart: Will Home Builders Increase Use of Trusses in 2019?](#)