



NLA's Monthly E-Newsletter

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Market Watch Webinars Are Back!

Online meeting - Thursday, May 18 - 12:30 pm - 1:45 pm CST

Join us on May 18th and discover the impact the current market conditions may have on your business.

The association has invited back Dustin Jalbert, Senior Economist for Fastmarkets, and Reg Foot, Sales Manager for Carrier Lumber, along with new panelists, Dave Zelch, General Manager at BlueLinx and Kevin Brewer, Regional Manager for Hixson Lumber. Panelists will answer questions posed by our Market Watch webinar moderator, Brett Thorne, Building the Future Podcaster and Operations Officer at Thorne Lumber Co.

Log in on May 18th for 90 minutes of insights into the economy and the building materials supply chain. Registration is free for NLA and MLA members, but [you must pre-register to receive a join link](#). These webinars are recorded, and a link will be shared with all who register.

Women in the
INDUSTRY
Lunch &
Learn

Open to NLA & MLA Members

Tuesday, May 16th
@ 11:45 am CST

Meetings held online using Go To Meeting.
Pre-registration required.



2023 Special Events

Register today to attend NLA's annual golf events – it's a fantastic time to enjoy the day with business associates and friends away from the office!

Nebraska Golf Event
Tuesday, June 6, 2023
Eagle Hills Golf Club
501 Eagle Hills Drive
Papillion, NE

Iowa Golf Event
Thursday, June 8, 2023
Beaver Creek Golf Club
11200 NW Towner Drive
Grimes, IA



GET REGISTERED - DEADLINE IS THURSDAY, MAY 26TH

Click [HERE](#) for full details.

Iowa Wine & Whiskey Event - [Registration opening in June!](#)

Saturday, October 14, 2023 in Greater Des Moines Region

Housing Market Predictions For 2023: Are Home Prices Finally Becoming Affordable?

By Robin Rothstein, Forbes.com

With the building and home buying season in full swing, economists and market experts are providing additional insights into the current housing market as well as their thoughts into what the market may



bear later in 2023. Forbes.com recently posted an article which takes a deeper dive into the housing market and provides some important considerations for home buyers, homebuilders, and suppliers to the construction industry.

Could a housing recovery possibly be underway?

To read the full article, click [HERE](#).

Top Trending Kitchen Design Trends for 2023

From [TimesProperty.com](#)

It has been suggested by industry experts that repair and remodeling will trend upward in 2023 as more homeowners look to stay in their home(s) due to low inventory and volatile interest rates. Kitchen and bathroom remodels continue to lead the market for projects homeowners want to tackle in the year to come.

[TimesProperty.com](#) recently posted an article detailing the Top 12 Kitchen Remodeling Trends That Will Dominate 2023.

To learn more and read the full article, click [here](#).



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NEW Information Sharing Series Starts in June -

Tech Talks Webinars

Join us as we connect you with the lumber and building material industry's top technology vendors.



Technology is a big investment and with so many options it is hard to know what the right choice is for your business. Understanding the options and features is vitally important, which is why the association is starting a new webinar series featuring our associate member companies who provide technology products and services. The Tech Talks webinars will offer a high-level overview of the software products being used by today's top retail lumber dealers. The series of webinars will start Tuesday, June 13th. A full list of webinar dates and featured companies will be shared in the coming weeks. These webinars will be recorded, and a link will be shared with those who register.

LUMBERTECH

LumberTech Professional Development

Last month NLA wrapped up our 2022-2023 scheduled in-person classes with over 330 people participating in an in-person LumberTech class and over 550 attending a professional development program so far this fiscal year. If you have employees that will benefit from professional development classes this summer, please contact NLA Director of Professional Development, Connie Johnson at cjohnson@nlassn.org. Members also have the option of using our online learning platforms - LumberTech Online and Foundation, to quickly bring team members up to speed and expand their knowledge and skills needed in the LBM industry. (Click [HERE](#) to learn more.) We would like to once again thank this year's class hosts and sponsors. Your support helps offset the costs for dealers to send their team members to professional development training.



Online Forklift Training is Now Available

Forklift Operator Training for the LBM industry is now available online through the NLA endorsed FOUNDATION learning platform. The course covers four sections:

- Different types of lifts and operating principles
- Operator responsibilities including pre-shift inspections as required by OSHA
- Safely operating a forklift
- Handling building materials

There is a test at the completion of the course. This online session will meet OSHA's requirements for the classroom portion of training requirements. Learn more at www.foundationlms.org/nla



2023 Mill Tour

Join Northwestern Lumber Association and your LBM peers for a relaxing and worry-free, yet well-paced, educational experience that allows you to immerse yourself in the beauty of our 2023 Mill Tour destination – **The Adirondacks and Upstate New York** – on Sunday, September 24th to Friday, September 29th.



Click [HERE](#) to read more.

2023 Connection Conference & Golf Event

Omaha, Nebraska - Wednesday, November 8, 2023

Join us for the **Connection Conference & Top Golf Event** in Omaha, NE on Wednesday, November 8th, 2023.



This new one-day combo event is designed for lumber dealers and suppliers alike to learn and build connections, while also having *a lot of fun*.

The day will start off with educational training that will feature experts providing guidance on high-level topics that will help grow your business.

Next up, the annual membership meeting and lunch will cover important NLA business and conclude with an inspiring keynote speaker.

Then, spend the afternoon interacting with industry colleagues amidst table-top displays showcasing LBM products and services. (This is not a full trade show floor – it'll be a small selection of only 25 vendor companies!) Enjoy refreshments while connecting in a casual atmosphere.

Finally, after a day of education, product knowledge, and networking, enjoy an evening of relaxation and fun! NLA has reserved 10 golf bays at the nearby Top Golf facility. Enjoy friendly competition to see who has the most accurate golf game while enjoying beverages and a full dinner. Head home from here or grab a room back over at the Marriott and stay for the night.

There will be limited space available for attendees and sponsors, so make plans now to reserve your spot as soon as registration opens.

Watch for more details and registration information coming this summer.

Questions? Reach out to Jodie Fleck at 763-595-4058 or jfleck@nlassn.org.

Featured Partner: Sunbelt Business

Northwestern Lumber Association is proud to welcome Sunbelt Business Advisors to the Association as an Associate member and partner.



Sunbelt Business Advisors helps more owners sell their businesses than any other Advisor. As a member and partner to the LBM industry, Sunbelt has developed a number of business resources to help NLA members address key issues such as

business exit strategy, business valuations, and selling businesses.

Sunbelt Business Advisors recently developed a powerful video series called "24 Rules to a Successful Business Exit" which covers the 24 most vital areas around this topic.

It Starts with [Rule #1 - Understand Your Exit Options](#).

To learn more about Sunbelt Business Advisors or to discuss their services, please visit them on the web [HERE](#). Members can also contact Sunbelt Business Advisors at (612) 235-3511.



*Call our
Association Partner!*

NLBMDA Announces Pro Dealer Industry Summit in Kansas City

October 4-6, 2023 at Kansas City Downtown Marriott



The National Lumber & Building Material Dealers Association (NLBMDA) has announced the return of the Pro Dealer Industry Summit! And it's coming to the Midwest in 2023.

Join dealers and suppliers from around the region and the country in Kansas City on October 4-6, 2023 for this interactive educational and networking event!

The ProDealer Industry Summit offers the unique convergence of industry expertise, professional networking, trade show experiences and information on the latest industry trends and hot topics. At the event, you will learn from industry experts and discuss a variety of topics including market trends, economic forecasts, supply chain challenges, industry best practices, and hear directly from some of the industry's leading dealers and suppliers about what they are doing to improve their business.

To register or to view the full agenda, click [HERE](#).

Early Bird Registration Special

Register by **Friday, September 1, 2023** to take advantage of the special discounted in the Early Bird rate!



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Minnesota Builders Exchange www.mbex.org

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Lumber Dealers - If interested in submitting a classified ad that is published online, in the *Scene...in a Flash!* newsletter, and *Building Products CONNECTION*, please contact Melanie Hultman at mhultman@nlassn.org or (763) 595-4050.

Business Forms, Invoices, Purchase Orders, A/P Checks, Custom Forms, no setup charges, best pricing available! Do a price comparison - contact Diane at (763) 544-6822 or dsass@nlassn.org.



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