



NLA's Monthly E-Newsletter

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Announcing the Merging of NLA & MLA Effective September 1, 2023

On June 19th, we emailed the entire membership with the news that Northwestern Lumber Association (NLA) and Mid-America Lumbermens Association (MLA) are merging. We are excited to bring the members of MLA into our organization and look forward to building upon our combined rich history and success!

[Read the full message emailed to members](#)

Vote for the 2023-2024 NLA Board of Directors

The Nominating Committee has elected the nominees for the open positions as officers and directors on the Northwestern Lumber Association's Board of Directors. Ballots to vote for the 2023-2024 NLA Board of Directors were emailed or faxed to the main contact at each member headquarter location last month. **Please complete and return your ballot to the NLA office by July 21st.** If you did not receive a ballot, please contact Connie Johnson at (763) 595-4045 or cjohnson@nlassn.org. (One vote per company please)



Your Company's Safety Matters

Safety Pays and Saves Lives



OSHA + Environmental Compliance Systems (OECS) provides customized workplace safety services to small and mid-sized companies. We help clients obtain their OSHA compliance goals year after year.

Tim Peterson, CHST | VP of Operations, 612-396-3466, tim@oecscs.com

Melissa Olheiser, OHST | Regional Manager, 701-371-4868, melissa@oecscs.com

Learn how we help at:

www.oecscs.com or Call 763-417-9599

Safety Audits | Custom Written Programs | Safety Training OSHA Assistance | IH & EH Assistance | Online Safety Training

New Minnesota Laws to Impact Businesses in July 2023 & Again in 2024

New Laws on Non-Compete Agreements & Paid Employee Sick/Safe Time

In May, the Minnesota Legislature wrapped up its 2023 Legislative Session with a number of business-related bills being signed into law. Of greatest importance to members are the new laws and/or requirements focusing on Non-Compete Agreements and the Minnesota Paid Employee Sick/Safe Time statute.

[Read on for full details.](#)

Upcoming Tech Talks Webinars

Connecting you with the lumber and building materials industry top technology vendors.

During our Tech Talk webinars, you'll receive a high-level overview of the software products and services being utilized by today's top retail lumber dealers. Upcoming webinars include:



[July 11 – Secur-Serv \(Formerly Scantron Technology Solutions\)](#) (off-site back-up solutions)

[July 25 – Epicor \(BisTrack\)](#)

[August 15 - Secur-Serv \(Formerly Scantron Technology Solutions\)](#)(comprehensive IT solutions)

[August 29 – Estimator 360](#) (digital take-off, estimate generator and more)

Click on the dates to register for a join link for each webinar you would like to participate in. These webinars are free of charge and will be recorded. A link will be shared with those who register and will be posted on the NLA website.

Upcoming Webinar – Understanding How Your Work

Comp Mod Impacts Your Bottom Line

Tuesday, July 18 20, 2023 (1:00 PM CST) | Complimentary | Advance registration required.

Workplace injuries have direct and indirect costs for employers. But did you know these incidents can also impact how much you pay for your workers compensation insurance? This webinar, from Federated Insurance, will provide an overview of the fundamentals of workers compensation experience rating to help you understand how injuries in the workplace may affect rates.

Click [HERE](#) to learn more and register.

LBM Market Watch Webinar

Thursday, August 17th 12:30 pm - 1:45 pm
Pre-registration required



August 17th Market Watch Webinar

What do your customers foresee happening in the markets in the coming months? Join us for the August 17th Market Watch Webinar when moderator Brett Thorne will be asking a panel of home builders and remodelers to share their viewpoint of the markets. Click the link below to register for this webinar. Market Watch webinars are included as a member benefit, so there is no additional charge, but pre-registration is required. These webinars are recorded.

[Learn More & Register](#)

Help Us Plan Our New Association Roundtables and Peer Learning Groups

NLA is planning to expand the roundtable programs to include programs for team leaders such as Yard Foremen, HR personnel and Credit Managers. Additional roundtables are also forming for owners/managers including a new Pinnacle Leadership Roundtable and another Virtual Roundtable learning series. Please use our survey link to let us know which groups your company would be interested in learning more about or contact the NLA office directly at (888) 544-6822. *(Groups will be formed based on interest level.)*



[Roundtable Survey Link](#)

2023 Wine & Whiskey Event

Saturday, October 14, 2023

10:45 am – 4:15 pm

Join Northwestern Lumber Association for the annual Iowa Wine & Whiskey event on Saturday, October 14th! Sit back, relax, and sip as we pick you up at The Rewind Hotel in West Des Moines and chauffeur you around the greater Des Moines area with fellow LBM colleagues & friends to taste the local flavors at a distillery, cidery and brewery.

Sponsors for the event are Empire Moulding & Millwork and Federated Insurance & Minnkota Windows.

Click [HERE](#) for more information.

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*.

Click [HERE](#) for more details.

Daytime Conference
10:00 AM – 4:00 PM

Omaha Marriott Regency
10220 Regency Circle, Omaha NE



Evening Golf Event & Dinner
5:00 PM – 8:00 PM

Top Golf
908 North 102nd Street, Omaha, NE



2024 "BizCon" Save The Dates

Save the dates for Northwestern Lumber Association's largest annual events – the 2024 BizCon North and BizCon South!

Formerly known as the *Expos*, the reimagined "BizCons" will still focus on bringing our members immense value and business connections via exhibits that feature the latest building products, expert-led educational seminars focusing on sales and operations, and several fun networking opportunities...all while featuring *fresh, new agendas and exciting elements*.

Click [HERE](#) for a Save the Date flyer. Watch for additional information, booth and sponsor registration, and attendee registration coming this fall or visit www.nlassn.org for ongoing updates throughout the planning process.



BIZCON NORTH
February 6-7, 2024
(Tues/Wed)
DoubleTree Hotel by Hilton
Bloomington, Minnesota

BIZCON SOUTH
February 21-22, 2024
(Wed/Thurs)
Prairie Meadows Hotel & Casino
Altoona, Iowa



Why Is Knowing the Value of Your Business So Important?

From Federated Insurance

Determining the value of your business is the first step to succession planning. Usually, your business is the largest asset you own, and a value is needed when drafting a buy-sell agreement, estimating your future retirement income needs, or creating an estate plan.

Knowing the value can help ensure that in the event of an unforeseen death you receive a fair price for the business that you spent a lifetime building. Additionally, it can help to avoid conflict with other owners, family members, and the IRS.

[Read the full article.](#)

Featured Program: Commercial Collectors

Everyone has those customers that have been around for a while, seen many ebbs and flows of the economy, are prepared for whatever lies ahead, and always make it a point to pay their partnering suppliers. You may also have those customers that will struggle as the economy tightens and have not experienced a major dip. It's 30 days, 60 days, 90 days, and before you know it, it's time to look for a collection agency, which can be a sticky situation.



Your association has you covered with our partner Commercial Collectors, Inc. Commercial Collectors, Inc. is a proven performer in business collections and will formulate a custom plan specific to your business. Unlike some collectors, CCI will keep your business reputation and your client reputation at the

forefront of the collections process. Whether you have a few accounts that require collections assistance or 50 accounts, let CCI take the painful process out of collecting and getting your accounts receivable back on track.

For information about NLA's accounts receivable management program, please contact Cody Nuernberg at (800) 896-5130.



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HR QUESTION?
of the month

HR Question of the Month - Excessive Bathroom Breaks? From Federated Insurance

Question

An employee is spending an excessive amount of time in the bathroom. The employee takes 8 to 10 bathroom breaks a day, which can range anywhere from 10 to 20 minutes per break. This amounts to at least 1 or 2 hours a day that this employee is getting paid to be in the bathroom. What can we do? Are we allowed to talk to the employee about this?

Read the answer at www.federatedinsurance.com.



 reporting
advertising
networking


Minnesota Builders Exchange www.mbex.org


Classifieds

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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