



NLA's Monthly E-Newsletter

Volume XXIII, Issue 8 | August 2023

Brought to you by:

BUILD FEARLESSLY, IN ANY WEATHER

DURASTRAND® pointSIX EDGE TECHNOLOGY PREMIUM SUB-FLOOR



2023 Connection Conference & Golf Event Omaha, Nebraska - Wednesday, November 8, 2023

Daytime Conference

10:00 AM – 4:00 PM

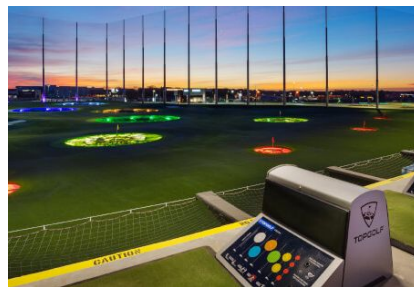
**Omaha Marriott Regency
10220 Regency Circle, Omaha NE**



Evening Golf Event & Dinner

5:00 PM – 8:00 PM

**Top Golf
908 North 102nd Street, Omaha, NE**



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

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 to 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 suppliers/sponsors at both the conference and the Top Golf event. Each event requires separate registration and will be honored on a first come, first served basis.

[Read the full details about the Nebraska Connection Conference and Top Golf event here.](#)

REGISTRATION IS NOW OPEN!

Lumber Yard Dealers & Guests:
[Conference Registration](#)

Suppliers/Sponsors:
[Register Here for Either Event](#)

Questions?

Dealers & Guests: Reach out to Heather Summy at hsummy@nlassn.org | 816-262-5997.

Suppliers/Sponsors: Reach out to Jodie Fleck at jfleck@nlassn.org | 763-595-4058.



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Welcome Two New Staff Members

Heather Summy, Regional Field Manager

Northwestern Lumber Association (NLA) and its partner Mid-America Lumbermens Association (MLA) are excited to announce the addition of Heather Summy as Regional Field Manager.



In her role, Heather will work directly with our members in Arkansas, Kansas, Missouri and Nebraska and will support all of the education, event and membership efforts in the region. Heather started her journey with NLA & MLA on July 17, 2023 and is excited to meet with our members and learn more about our industry.

Heather said "Hello everyone! My name is Heather and I'm so excited to join the team as Regional Field Manager with NLA/MLA. I reside in Saint Joseph, MO with my husband Justin and my three boys Liam, Lincoln and Lennox. Prior to coming to the Association(s), I worked for Altec Industries for almost 10 years serving as Service Support Representative and I recently graduated with my MBA last fall from the University of Alabama at Birmingham.

To say I feel honored and grateful to be a part of the association would be an understatement. I'm ready to start working with our members and our team to make membership the best experience possible."

Heather can be reached at hsummy@nlassn.org or via phone at 763-595-4051.

Erica Bernards, Communications and Event Specialist

Northwestern Lumber Association (NLA) is also thrilled to announce another new addition to the team, Erica Bernards. Erica just started with NLA on July 27th. She will assist the organization's directors with producing communications and events for the association. She brings marketing experience from the wholesale industry and is passionate about serving others and her community. Outside of work, Erica enjoys running, gardening, and spending time with family at the lake.



Erica can be reached at ebarnards@nlassn.org (763) 595-4053.

2023-2024 Professional Development Classes

LumberTech classes start this fall with our traditional vital industry courses including Estimating, Yard & Delivery, Inventory Management, Risk Management, and Sales. This year we'll also be offering a new Sales Development Workshop led by industry veteran and consultant, Bryan Rice. Click the link below to view the 2023-2024 Professional Development Schedule and brief description of each of our classes. More information on locations and registration will be available on our website in the coming months. Click here to view the [2023-2024 Professional Development Schedule](#)

LBM Market Watch Webinar

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



Where are the Housing & Remodeling Markets Headed?

During our August 17th Market Watch webinar, moderator and Building the Future Podcaster, Brett Thorne, will be asking a panel of home builders and remodelers to share their viewpoints on the markets and Danushka Nanayakkara-Skillington from the NAHB will return to the panel to share the national trends. Click the link below to register for the August 17th webinar. These webinars are recorded, and a link will be shared with all who register. (Open to NLA/MLA members only)

Thank you to our 2023-2024 Market Watch Sponsor –
Estimator 360!



[Learn More & Register](#)

Additional Upcoming Webinars

Along with our Tech Talk webinars, members can also participate in our endorsed vendor educational webinars. Upcoming webinar programs include:

- [Tech Talks Webinar with Secur-Serv - August 15](#)- Comprehensive IT Solutions
- [Federated Insurance – August 15](#)- Discrimination and Harassment Prevention
- [OECS Safety Webinar – August 23](#)-The Impact of Legalized Marijuana & THC Edibles on Employer Drug Testing
- [Tech Talks Webinar with Estimator 360 - August 29](#)-Digital take-off, Estimate Generator and More.

Click on the dates to register for each webinar you wish to participate in. Previous Tech Talk webinars can be found on NLA's Product Knowledge webpage - <https://www.nlassn.org/page/knowledge>

New Roundtable and Peer Learning Groups Starting This Fall

"Building relationships and being able to tap those resources throughout the year is priceless... I wouldn't miss it!" Scott E.



We are stronger together! Join one of NLA's roundtable and/or peer learning groups for the unique opportunity to learn and share experiences amongst a group of trusted industry peers. The different perspectives gained from these groups help everyone in the group prosper.

New roundtable groups are forming, including a new owner/manager group called Pinnacle Leadership Roundtable Series and a second season of our Virtual Roundtable Learning Series which kicks off on September 28th. In addition to owners/managers roundtables, we are also planning to start roundtable programs for team leaders such as Yard Foremen, HR personnel and Credit Managers. Click the link below 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.)

[Learn more about roundtables.](#)

Customer Service Training Now Available Online

Customer service training is now available on the Foundation online learning system. This two-part session will provide crucial training needed to provide the best service to your customers including tips for talking to customers, top-notch phone skills and how to make a great first impression. The program will also provide techniques to diffuse a negative situation and ways to strengthen your relationships with new and existing customers. [Sign up your team members today!](#)



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, Federated Insurance, and Minnkota Windows.

Click [HERE](#) for more information.

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



OSHA Updates Injury and Illness Recordkeeping and Reporting Requirements

In July 2023, the Occupational Safety and Health Administration (OSHA) announced a [final rule](#) on the [tracking of workplace injuries and illnesses](#) that requires employers in high-hazard industries to electronically submit injury and illness information to OSHA on an annual basis.

[Read the full article.](#)

Featured Program: NLA 401 (k) MEP

Time to start planning for next year.

Summer is flying by; we are already in the third quarter. Before we know it, kids will be heading back to school, and we will start seeing the changing of the fall colors.

This is a good time to start reviewing your existing retirement program or consider implementing a new retirement program for yourself and your employees. Remember your association has an option for you.

Running a 401(K) doesn't have to be a challenge. It's time to think differently about the responsibilities, liabilities and time involved in managing a retirement plan.

Northwestern Lumber Association Multiple Employer 401(k) Savings Plan (MEP)

This MEP brings together member plans under one group 401 (k) managed by NLA. That means you can hand over many of the responsibilities, freeing you up to spend your time where it counts: focused on your business.

Joining the NLA 401 (k) MEP delivers:

- Competitive cost
- Less administrative work
- Relief from fiduciary obligations while maintaining your current plan design

Already offer a 401 (k)? Considering a plan for your employees?

Find out if the NLA 401 (k) MEP is right for your company by contacting Dan Gardner at (763) 862-7800 or via email at dgardner@fscadvisor.com.

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HR QUESTION?
of the month



HR Question of the Month - Additional Leave?
From Federated Insurance

Question

An employee exhausted his 12 weeks of leave under the federal Family and Medical Leave Act (FMLA). He recently provided us with an updated doctor's note saying he needs to be out of work indefinitely. Are there any other laws requiring us to provide him with additional leave?

Read the answer at www.federatedinsurance.com.



reporting
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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.

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