In this crisis, take some time in this anxious period to pause, reflect and do what is right for you, your family, your friends and neighbors, your co-workers, those who work to protect us and those in the world who look to the future.

LBM industry continues to be listed in California as “essential” and federal relief package signed into law

After some initial questions about the LBM industry being listed as “essential” in California, Governor Gavin Newsom updated the California COVID19 resource page on March 22 to include a full list of essential critical infrastructure work, outlining construction and construction suppliers as an essential service during the statewide SIP ordinance. Additional information on essential business activities and recommendations for the conduct of business can be found on the WCLBMA website at www.lumberassociation.org.

The CARES Act, signed into law on March 27, creates a $2 trillion relief package that will help shore up the U.S. economy in response to the COVID-19 pandemic. The CARES Act creates a $2 trillion relief package that will help shore up the U.S. economy in response to the COVID-19 pandemic. The bill builds upon the Families First Coronavirus Response Act passed recently and contains a number of measures aimed at helping a wide range of sectors, especially smaller businesses and unemployed individuals, as well as other measures that are beneficial to the lumber and building material dealer industry. More details on this bill can also be found on the WCLBMA website.
Protecting Your Business: You Hold the Keys

Confidently place the right people behind the wheel of your company vehicles with the help of our driver screening tools.

Scan to learn more about driver screening and monitoring tools, a sample driving policy, and the potential for costly crash-related litigation.
Sandy Zan remembered by all

Sandy passed away on February 20, 2020 after a yearlong fight with cancer. She was born in San Antonio, Texas in 1952, moving to California in her high school freshman year, graduating from Folsom High, and remained in the Sacramento area her entire life.

She was employed by Capital Steel for over 30 years, where she met the love of her life Pat Zan; they were married in 1981.

Sandy was a very enthusiastic and active member of Hoo-Hoo International, a member of Sacramento Club #109. She always had a smile on her face and made people feel comfortable whether she was checking in members at a meeting or event, or out on the golf course selling raffle tickets with a shot of Fireball – “boop, boop, boop” – classic Sandy! She was active with the West Coast Lumber & Building Material Association, often helping out at golf tournaments.

Sandy had the unique ability to connect with people, from a CEO to the forklift operator. Her presence was felt and lit up the room.

A Celebration of Life was held on March 7, 2020 with over 250 friends, family, and industry colleagues sharing laughs, tears, and stories. She will be missed by all.

WCLBMA opposes ballot issue to create split-roll property taxes

The WCLBMA is one of many organizations and associations opposing changes to California's Proposition 13, passed in 1978, which caps property tax increases for residential and business properties, and provides certainly that they will be able to afford their property tax bills in the future.

The group pushing for changes in Propositions 13 through a ballot issue in the November election, - if it gets sufficient signatures – would drastically harm this bi-partisan proposition that has worked well for many years. Creating higher taxes for businesses will ultimately get passed on to consumers in the form of increased prices on most everything people buy and use, including groceries, fuel, utilities day care and health care.

The coalition, Californians to Save Prop 13 and stop Higher Property Taxes, is now also looking for individual businesses to list as opposing the initiative.

The coalition, Californians to Save Prop 13 and Stop Higher Property Taxes, is looking for individual businesses to list as opposing the initiative. Businesses can join the opposition by going to Stophigherpropertytaxes.org/join-the-coalition.
Social Distancing Recommendations

- Remove all customer or visitor chairs at the sit down workstations.
- Mark the floor with tape and chairs pulled back to maintain 6’ separation between employee and customer.
- Mark an “X” or “U” shape on the floor that ensures 6’ spacing between customers and salesperson.
- At the counters and customer service counter mark an “X” on the floor for the customers to help maintain social distancing between each customer and employee working at the counter.
- Coffee should not be handled by anyone other than the person getting the cup. Apply the same “X” on the floor to maintain distancing. Consider eliminating coffee for the time being.
- Clean pens after each use at all counters. Consider not asking the customer for a signature.
- Counter employees will be assigned workstations. No more sharing. Each workstation will be 6’ apart.
- All employees must maintain a 6’ distance from each other at all times, no exceptions.
- Will Call could consider a “car hop” model where the customer remains in their vehicle.
- Deliveries will no longer get signatures. Take photos of the recipient in front of the load when possible. Customer copies will be left on the material under the banding.
- Gate guard to wear gloves when handling exit copies or have a basket the in which the customer deposits the ticket.
- Operations should limit the number of people in the office. Assign a runner to take paperwork to the Order Pullers and Drivers. One person per computer, no sharing. Runner to take coffee to those requesting it.
- Forklifts should be wiped down at shift change.
- Gloves, sanitizer, wipes and any other requested items should be checked regularly and provided as available.
The Blended Approach to Life Insurance

As a business owner you may have multiple people who depend on you.

In the event of your death, life insurance proceeds can help ease the burden left on your business and your family. The death benefit can be used to cover business loans or the mortgage on your family's home. Having the proper amount of coverage can provide financial stability to those who rely on you most.

Choosing the appropriate type of life insurance depends on an individual’s resources and the length of time that the protection is needed. This timeframe can be influenced by a business loan, the age of your children, or a home mortgage, as well as future goals such as cash flow needs for business growth, college expenses, or retirement needs.

Term life insurance provides protection for a limited period of time — or the “term” of the policy, for example, 10 or 20 years. The death benefit is paid if the insured dies within that specific time period. If the insured outlives the term, the policy ends and no death benefit is paid. Most term insurance policies have a level premium that must be paid for the length of the term in order to keep the policy in force. Term insurance can be an affordable solution for meeting short-term protection needs.

Universal life policies are permanent life insurance policies designed to last for your lifetime. They are often used for longer term personal estate planning and business succession planning. These policies can build cash value over time, which can be used for future planned and unplanned expenses. The cash value grows tax-deferred and can be accessible through loans and withdrawals during your lifetime.

Both types of life insurance pay out a death benefit that is generally income tax-free to the beneficiary of your choice. However, universal life policies have a higher premium than term coverage due to the cash value component and longevity they offer. Building a life insurance portfolio that includes term and permanent insurance can help you afford the amount of coverage you need now and provide you supplemental income later on.

Federated offers both types of policies. Your Federated marketing representative can help you learn more about how they may fit into your long-term business and family goals.

Federated Insurance is endorsed by WCLBMA for property & casualty needs and financial protection services.

For more information, contact WCLBMA at 800/266-4344.
Linde Series 387, 388, RX60, 394, 396 and 1401
are perfect for all lumber applications.
- Lifetime brake warranty
- Load capacities up to 40,000 lbs
- Reduced fuel consumption
- Extended service intervals
- Lumber carriages for maximum productivity
- Full time hydrostatic drive delivers tremendous pushing and pulling torque
- Precise directional movement
- Eliminate transmission failures and overheating
- Spacious operator cabin and fingertip hydraulic controls

NEW Hyundai 9 Series Forklifts
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- Easy Maintenance

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Account Manager
Phone: 562/762-8016
Email: ggarner@selectequipment.com

KION North America

SELECT EQUIPMENT IS AN ACTIVE MEMBER OF THE
WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION
WCLBMA Southern California Golf Tournament moved to June 25

Public safety and changing restrictions for group gatherings have caused WCLBMA to re-schedule the April Southern California golf event to June 25, 2020. This, too, is a tentative date with an uncertain future with the coronavirus pandemic. The same is for the scheduled June 4, 2002, Northern California golf event in Fairfield. WCLBMA will follow all governmental requirements and keep members informed on any changes.

Plan now, though, to join your friends and meet new people at this year’s Southern California WCLBMA golf tournament, set for the always great Black Gold Golf Club in Yorba Linda, on Thursday, June 25, 2020.

The registration fee for the day includes greens fees, cart, lunch, beverages and prizes. The format is a shotgun start at 8:00 AM with the lunch and awards following about 1:00 PM. There are many hotel and dining options nearby for those arriving the evening prior to the event.

Sponsorship, marketing and promotions opportunities are available with one of the most popular being a “Gold Sponsor” which includes a table and chairs at a tee box, plus your company name on two holes. Your company representatives will be able to meet and greet the golfers as they come by, and you are able to hand out promotional materials and merchandise. Other levels of sponsorship and promotion are also available. Your company name is also on signage at the course, noted in all WCLBMA communications and in materials at the day of the event.

Tentatively, on June 4, 2020, the WCLBMA golf will move north to Rancho Solano Golf Course in Fairfield for the annual Associates/ Dealers Annual Golf Tournament. Rancho Solano has also been a long-time location for the annual golf event and on one of the region’s top-rated golf courses.

All golf events are open to all WCLBMA members and guests. Don’t have a foursome? You can be matched with others of your abilities.

Registration information is available in WCLBMA publications, on-line at www.lumberassociation.org and directly from WCLBMA. Contact jean Henning for additional information at 800/266-4344 or jeanh@lumberassociation.org
WCLBMA Political Action Committee makes first contribution for 2020 elections

WCLBMA’s state-reporting political action committee, WCLBMA PAC, made its first campaign contribution for the 2020 elections to California state assemblyman Kevin Kiley (R - Rocklin). Kiley is seeking his second term in the state assembly. He serves on a number of key committees and is a strong supporter of the lumber and building materials industry.

WCLBMA PAC has contributed more than $250,000 to California state political campaigns and ballot issues in the many years it has been registered. Funding for campaigns is always needed by candidates and W WCLBMA is a small voice in the legislative process when we come up against the millions spent by those on the opposite side of business. But through selective coalitions with other business associations and contact with legislators who can be reasoned with, our voice is heard.

WCLBMA PAC is a part of the effort “Stop Higher Property Taxes” ballot issue campaign. We have sent funding to this coalition of homeowners, taxpayers and businesses to stop the effort to dismantle California’s Proposition 13 – the provision that prevents a “split roll tax” from being one more way for government to raise taxes. Simply said, this is not a time to be raising taxes.

At the same time, WCLBMA is vitally concerned about the role of regulatory agencies and the impact those agencies have on our business activities. A significant part of our government affairs program is monitoring, challenging and working to influence a massive regulatory bureaucracy that is also generally anti-business. Those agencies include OEHHA, CARB, Water Resources Board, Board of Equalization, Weights & Measures, Department of Toxic Substances Control, Cal EPA and more.

WCLBMA is always seeking recommendations from members for races and issues to support. The PAC also needs your contribution – personal or business – for as little as $100 or as much as $1,000.

WCLBMA PAC
A political action committee of the West Coast Lumber & Building Material Association
WCLBMA PAC
177 Parkshore Drive, Folsom CA 95630 916/235-7490
www.lumberassociation.org

YES, Enclosed is a contribution to WCLBMA PAC in the amount of:

☐ $1,000 ☐ $500 ☐ $250 ☐ $100 ☐ $____ ChECKS SHOULD BE WRITTEN TO: “WCLBMA PAC”

Name ________________________________________________________________
Address ____________________________ ____________________________ City/State/ZIP
Telephone ____________________________ E-mail ____________________________
Occupation ____________________________ Employer ____________________________

CREDIT CARD CONTRIBUTIONS: ☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number: ____________________________ Expiration Date: ________
CCV/CSC # _______ (3 or 4 # code on front or back of card)
Name ________________________________________________________________
If company card - Company Name: ______________________________________
Cardholders Signature: ______________________________________________

CLIP AND MAIL YOUR 2020 CONTRIBUTION
Who will be ProDealer of the Year?

Your voice counts. Nominations are open.

HBSDealer and the National Lumber and Building Material Dealers Association will together host the ProDealer Industry Summit, Oct. 6-8, in San Antonio, Texas. Among the highlights – a ceremony honoring the 2020 ProDealer of the Year. The nomination process for this prestigious national award has begun.

“Once again, we’re looking for a high-performance company with a commitment to best practices and the best values of the lumber and building material industry. And we’re asking for your help. Said Ken Clark, HBSDealer Editor in Chief.

“This year, to modernize the selection process, HBSDealer and the NLBMDA have created a simple, digital nomination form. He added. “ In it, we ask that you please describe the nominee’s outstanding achievements and explain why it is deserving of national recognition.”

Awards will be presented in two categories:
- ProDealer of the Year (more than 5 units)
- Independent ProDealer of the Year (5 or fewer units).

Over the years a number of WCLBMA members have been honored with the award:

- Truit and White Lumber (2003)
- ProBuild/DixieLine (2006)
- Fairfax Lumber & Hardware (2007)
- Home Lumber Company (2009)
- Meeks Lumber (2014)
- Healdsburg Lumber (2016)

The Deadline for nominations is May 8. For more information about the ProDealer Industry Summit, visit prodealer.com.

HAVE A STORY ON YOUR BUSINESS, YOUR PEOPLE, OR YOUR COMMUNITY ACTIVITIES?
Call Ken Dunham at 800/266-4344 or email him at kend@lumberassociation.org

SAVE THE DATE FOR THE WCLBMA ANNUAL CONVENTION
October 14-15, 2020 - NEW FORMAT THIS YEAR!
JW Marriott Desert Hot Springs Resort & Spa, Palm Desert CA
Golf – Educational Programs – Networking – Displayers
SAVE THE DATE
FOR THE WCLBMA
ANNUAL CONVENTION
October 14-15, 2020
NEW FORMAT THIS YEAR!
JW Marriott Desert Hot Springs
Resort & Spa
Palm Desert CA
Golf – Educational Programs –
Networking – Displayers
Watch for materials soon!

ENDORSED PROGRAMS FROM
THE WEST COAST LUMBER &
BUILDING MATERIAL
ASSOCIATION

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Custom forms, label & tags, business supplies and promotional items
www.royalbf.com

OWEN-DUNN INSURANCE
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Workers' Compensation Insurance
www.owendunn.com

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Component
Chris Carpenter
carpenter@cardconnect.com

The Lumber Log
A PUBLICATION OF THE WEST COAST
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ASSOCIATION
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Publisher/Editor and Advertising
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WCLBMA Executive Director
Ken Dunham
Golf Tournament Sponsorship Opportunities
Thursday, June 25, 2020 - Black Gold Golf Club, Yorba Linda, CA

☐ Gold Sponsor $550
   Includes one 2x6 table and two chairs at tee box plus sponsoring two holes. Your company representatives will be able to meet and greet golfers on the course for the entire day, plus provide your company’s promotional materials and merchandise to golfers throughout the day. Your company name will also be listed on signage at the course, on WCLBMAs electronic communications, and on WCLBMA golf materials. Please note this sponsorship is limited and lunch for two is included.

☐ Sponsor two holes for $350

☐ Sponsor one hole for $175

☐ Sponsor prizes for $150

Black Gold Golf Club
One Black Gold Drive, Yorba Linda, CA 92886
(714) 961-0060
www.blackgoldgolf.com
8:00 a.m. Shotgun Start
1:00 p.m. Lunch and Awards Presentation

Please note, a portion of this year’s net proceeds will be donated to the Make a Wish Foundation.

Please Invoice:

Contact: 

Company: 

Address: 

City/State/Zip: 

Phone: 

Email: 

Please mail your sponsorship payment:
WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630
Phone (916) 235-7490 • Fax (916) 235-7496 • jeanh@lumberassociation.org
Non WCLBMA member companies will be required to pay an additional $500.00

Please Charge:
☐ MasterCard ☐ Visa ☐ Discover ☐ American Express

Card Number: 

CVV#: 

Expiration Date: 

Name on Card: 

Signature: 

If Company Card, Co. Name: 

Date: 

Charge Amount: 

WCLBMA Cancellation Policy: NO REFUNDS will be issued after June 18, 2020. If you register to sponsor a hole, and are unable to attend, you will be responsible for payment.
Golf Tournament Registration  
Thursday, June 25, 2020 - Black Gold Golf Club, Yorba Linda, CA

**$245 REGISTRATION FEE INCLUDES:**  
Green fees, cart, lunch, and lots of prizes.  
Please note, a portion of this year’s net proceeds will  
be donated to the Make a Wish Foundation.

**SCRAMBLE FORMAT**  
8:00 a.m.  Shotgun Start  
1:00 p.m.  Lunch and Awards Presentation

Black Gold Golf Club  
One Black Gold Drive, Yorba Linda, CA 92886  
(714) 961-0060  
[www.blackgoldgolf.com](http://www.blackgoldgolf.com)

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<td>Golfer #4 Name:</td>
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Please pair me/us up with:

| Lunch ONLY - $75 Name: | Company: |

**Please Invoice:**  
Contact:  
Address:  
City/State/Zip:  
Phone:  
Email:

*Please mail your golf registration fees to:  
WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630  
Phone (916) 235-7490 • Fax (916) 235-7496 • jeanh@lumberassociation.org*

**Please Charge:**  
- [ ] MasterCard  
- [ ] Visa  
- [ ] Discover  
- [ ] American Express

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If Company Card, Co. Name:  
Date:  
Amount to Charge:

WCLBMA Cancellation Policy: NO REFUNDS will be issued after June 18, 2020. If you register, and are unable to attend, you will be responsible for payment.