THE LUMBER LOG

A PUBLICATION OF THE WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION CELEBRATING 106 YEARS AS A PROFESSIONAL TRADE ORGANIZATION 1917-2023

JULY 2023



JUST ANNOUNCED!

WCLBMA Annual Convention October 18-20 Hard Rock Hotel San Diego

This October plan again to unite and collaborate face to face at our WCLBMA annual convention - 2023 edition. We had such a strong turnout and rave reviews last year that we decide to return to beautiful San Diego October 18-20!

I've had the pleasure of attending over 50 conventions in my lifetime. I've seen the good, the bad, and the ugly. The 2022 WCLBMA convention was one of best I have ever attended. Of course, it did not hurt to have played a little one-on-one BB with Bill Walton!

Thom Wright, WCLBMA Board Director, Sierra Pacific Industries

As you can see below (with many more details to be announced in the coming week and months) the planning committee has lined up exceptional keynote speakers, relevant and timely educational sessions, and valuable resources to help you **Build a Rock Solid Foundation**.

2023 promises to deliver you and your company more solid value, foundational strategies, bigger perspectives, and more rockin opportunities for discussion, connection, and collaboration.

LUMBER &
BUILDING MATERIAL
ASSOCIATION

EGUNGA ROCK SOLID EGUNGA ROCK SOLID AUTOMORIAN SOLID AUTOMORIAN

WCLBMA ANNUAL CONVENTION

SAVE THE DATES: OCT. 18-20 Hard Rock, SAN DIEGO, CA 2023

CONVENTION HIGHLIGHTS

MASTER OF CEREMONIES BRADLEY HARTMANN

10.18 USS MIDWAY TOUR **EXHIBIT HALL OPENING RECEPTION**

10.19 THU. EXHIBIT HALL OPEN

JOHN BURNS KEYNOTE PRESENTATION

State of the National, Regional and LBM Industry Economies, Matt Saunders, John Burns Real Estate

PANEL DISCUSSION - Key Issues Impacting the Industry Today and Outlook for the Future, Featuring a Distinguished Panel of Dealer and Supply-side Representatives



Rocky Bleier, former Pittsburgh Steeler Running Back and Army Veteran

PANEL DISCUSSION - State and Federal Legislation and Regulations Impacting the LBM Industry

Featuring a Panel of Experts in State and Federal Government

Webb Analytics **KEYNOTE** PRESENTATION

LBM Trends, Threats, and Opportunities Over the Next 18 Months, Craig Webb, Webb Analytics

EDUCATIONAL TALKS

- · Hayward Healthy Home, Bill Hayward
- Artificial Intelligence and Technology Innovations, Bradley Hartmann

ROOFTOP RECEPTION AT MARRIOTT NOLEN ROOFTOP

10.20 FRI.

ROCKY BLEIER

HR ISSUES AND UPDATES IMPACTING THE LBM INDUSTRY Topics to be covered include Employee Recruiting and Retention, New HR Regulations, and the 'Builder of Tomorrow'

WCLBMA MEMBER MEETING

Why You Should Attend

- Top-Notch Content that will delve into the hot and critically important issues influencing your business.
- Dynamic Speakers that will deliver timely information and personal inspiration.
- Fun Special Events to network with your peers to gain valuable insights and to celebrate this great industry of ours together.

Find out what's shaping the future of the lumber industry and how we, the WCLBMA, can respond to stay relevant and ensure a strong future for our industry.

Registration Opens Soon - In the meantime, Please block October 18-20 on your calendar for the WCLBMA event of the year!

REGISTER NOW

ROOM BLOCK CLOSES ON THE 5TH! Second Growth Summer Conference July 20-21 Rancho Las Palmas in Palm Springs

Register today for the upcoming 2nd Growth Summer Conference. <u>The room block rate of \$169* will end on Wednesday, July 5, 2023.</u> <u>Omni Ranch Las Palmas - Conference Room Reservations</u>

The conference will feature special guest speaker <u>Dan Miller</u> and will discuss being a "Happy and Healthy Human". This year's program will also feature a Product Knowledge Showcase.

Sponsorship opportunities are also available for this program as well. We need members to both register and sponsor to help make this event successful. Please use this link for complete details and to register **Summer Conference Registration**.

Please support the Second Growth Group and the WCLBMA by joining us at this year's Summer Conference!

UPCOMING EVENT

WCLBMA Sporting Clays Shoot Friday November 3 Birds Landing Hunting Preserve

WCLBMA's NorCal Second Growth group is hosting the WCLBMA's second annual clay shoot on November 3, returning to Birds Landing. Our inaugural shoot last year was such a great success we are doing it again this year, bigger and better! Birds Landing is a full-service, world-class sporting clays facility featuring two fully automated sporting clays courses dynamically set to both reward and challenge shooters of all skill types. It is close to the Napa Valley Wine Country and the San Francisco Bay Area. Includes morning shoot, lunch, awards, tee shirt, raffle and best of all, bragging/dissing rights! We are also offering many new sponsorship opportunities to suit any sized budget. This unique WCLBMA event provides a great chance to meet and network with fellow members! Register HERE and save on early bird rates!

JUST LAUNCHED - WCLBMA PODCAST



The WCLBMA Podcast is a new show to provide both informative and entertaining leadership and management insights for the lumber and building materials industry.

The podcast features interviews with industry leaders and experts, thought-provoking discussions, and actionable advice.

In this introduction episode, host Bradley Hartmann teases the upcoming first episode featuring an interview with Steve Patterson, the CEO of Central Valley and former WCLBMA president. The WCLBMA Podcast: Episode 1 - Welcome

NORCAL GOLF TOURNAMENT REPORT

The WCLBMA returned to Chardonnay Country Club for our annual NorCal tournament. We had a strong turn out from golfers and sponsors alike, so many thanks to all who came out to support our Association! Check out the photos from the golf tournament posted on INSTAGRAM

Thank You June Golf Tournament Sponsors!



























MEMBERS IN THE NEWS

LP Announces Nationwide Distribution With Return To California

LP Building Solutions has announced the expansion of its LP SmartSide Trim & Siding product line into California through a partnership with International Wood Products (IWP) and Taiga Building Products. The company's return to California means products within the LP portfolio are now available to customers nationwide.

GOVERNMENT ACTION COMMITTEE UPDATE

The WCLBMA Government Action committee is chartered to represent our member's interests and concerns with government regulations. Please let us know if there are any issues you face that you would like the committee to consider <a href="https://example.com/heres/h

STATE OF CALIFORNIA UPDATE

WCLBMA Opposes SB 220

WCLBMA partnered with over 60 other organizations in updating its opposition to SB 220, that would increase the corporate tax rate from 8.84 percent to 10.99 percent for businesses with net income over \$1.5 million, and increase the tax rate for financial institutions to 12.99 percent. Read the full updated letter HERE

ACA 11 Fails in Committee

ACA 11 was pulled from the Assembly Revenue and Taxation Committee hearing at the request of the author. ACA 11 failed to garner sufficient votes needed for passage in committee, and thus was pulled from the agenda after heavy lobbying WCLBMA participated with CalTax as a coalition partner and co-signer from. ACA 11 would have imposed an excise tax, payroll taxes, and a State Personal Income CalCare Tax to fund comprehensive universal single-payer health care coverage and a health care cost control system.

Update Your Employment Development Department (EDD) Pamphlets

Did you know that two of the six pamphlets required for California employees have mandatory updates? The California Employment Development Department (EDD) released updates to its Paid Family Leave (PFL) pamphlet. The EDD is expected to release updates to its State Disability Insurance (SDI) pamphlet by the end of June. All California employers must begin distributing these updated pamphlets when they become available.

STATE OF NEVADA UPDATE

Nevada AB 162 Signed Into Law

The legislation limits the purchase and use of neonicotinoid pesticides but includes an exemption for those intended for use as a wood preservative and pesticide-treated wood products.

FEDERAL UPDATE

NLBMDA Action Alert: Support the Neighborhood Homes Investment Act

The Neighborhood Homes Investment Act (H.R.3950/S.657) would create a single-family tax credit to help finance the new construction or acquisition and rehabilitation of owner-occupied homes in distressed neighborhoods. An estimated 500,000 homes would be built or substantially rehabilitated and more than \$125 billion of total development activity supporting 861,000 jobs in construction over the next ten years. The Neighborhood Homes Investment Act (NHIA) would create the Neighborhood Homes Tax Credit (NHTC) would be a federal tax credit that covers the gap between the cost of

building or renovating a home and the price at which that home can be sold. The credit would also help existing homeowners to rehabilitate their homes. States would allocate the credit on a competitive basis and monitor its compliance. About 22% of metro areas nationwide and 27% of non-metro areas qualify for NHIA investments. The NHTC would be exempt from the alternative minimum tax and would allow the use of the Sections 25C, 25D and 45L tax incentives for clean energy and energy efficiency improvement without penalty or basis reduction. To qualify for the NHTC, homes must be in distressed areas (as defined in the statute as areas with high poverty rates, low median family incomes and low home values) where private sector involvement is needed. WCLBMA members are strongly encouraged to contact their elected officials in Congress and ask them to support and cosponsor the Neighborhood Homes Investment Act. TAKE ACTION

Credit Card Competition Act of 2023 Introduced

The Credit Card Competition Act of 2023 legislation would enhance competition and choice in the credit card network market which is currently dominated by the Visa-Mastercard duopoly. This landmark legislation would help fix a broken market that has allowed Wall Street megabanks and global card networks to block competition and unfairly profit at the expense of LBM dealers and small business retailers for far too long. Building off of debit card competition reforms enacted by Congress in 2010, the bill would direct the Federal Reserve to ensure that giant credit card-issuing banks offer a choice of at least two networks over which an electronic credit transaction may be processed. The Credit Card Competition Act is a top priority for NLBMDA that would inject real competition into the credit card market to help protect LBM dealers from excessive swipe fees.

NLBMDA, NAHB and Canadian Trade Delegation Hold Talks on Softwood Lumber NLBMDA is heavily lobbying trade officials in the Biden Administration and the Commerce Department to pursue a long-term agreement with Canada that eliminates tariffs and brings stability to the supply and pricing of softwood lumber. The current tariffs on Canadian softwood lumber serve as a tax on American consumers that weakens the U.S. housing market and prevents access to affordable homeownership by destabilizing the lumber supply chain.

NLBMDA Urges Congress to Permanently Extend Section 199A Tax Deduction

NLBMDA sent a letter to Capitol Hill in support of legislation that would permanently extend the Section 199A tax deduction for small and individually-owned businesses. The Section 199A deduction, also known as the Qualified Business Income (QBI) deduction, allows pass through businesses to deduct up to 20% of qualifying income. The deduction was created by the Tax Cuts and Jobs Act (TJCA) in 2017, but is currently slated to expire at the end of 2025. Absent congressional action, qualified businesses will face a massive tax hike when the Section 199A deduction expires.

NLBMDA Urges House Leaders to Act on Section 301 Tariffs

NLBMDA joined a coalition letter that was sent to the Chairman and Ranking Member of the House Select Committee on the Chinese Communist Party detailing how the Section 301 tariffs on Chinese products continue to adversely impact American small businesses, workers and consumers. NLBMDA supports the immediate removal of Section 301 tariffs to remove these harmful tariffs on building materials.

NLBMDA Requests DOL to Abandon Overtime Regulations

NLBMDA joined a coalition letter urging the Department of Labor's (DOL) Wage and Hour Division to abandon or at least postpone issuance of its announced proposed rulemaking altering the overtime regulations under the Fair Labor Standards Act (FLSA). The DOL overtime rule could severely impact small businesses and was scheduled to be released last month but has been delayed several times.

NLBMDA Safety First Newsletter

Safety First is a monthly executive summary of noteworthy articles focused on occupational safety and health topics impacting the lumber and building material dealer community. In this month's edition your will find articles and information on the following topics:

- OSHA's Wildfire Resources for Employers and Workers
- OSHA's Workplace Stress Toolkit
- OSHA: Stay Informed and Connected
- FMCSA Wants More Regulation of Tests for New Truck Drivers
- FMCSA, DOT Agencies Talk Automatic Emergency Braking
- DRIVE Act Gaining Momentum to Block Speed Limiter Mandate
- FMCSA: HOS Violations Rise After Rule Change

NEWS AND VIEWS OF THE MONTH ROUND-UP

Check out these links for June's news and views highlights:

Housing Affordability Posts Solid Gain

Canada's Fires And The Impact On Lumber Supplies

Construction Input Prices Recede in May

Madison's Lumber Prices Index up 1.5%

Canadian Wildfires Shutter Sawmills, Drive Up Lumber Prices

Construction Job Openings Rise As Hiring Stalls

Core Metro Markets See Biggest Single-Family Building Declines

Salespeople - Don't Overlook The Power Of Networking

LBM Journal's 40 Under 40

US New Home Sales, Business Activity Rise To 13-Month Highs

Madison's Lumber Prices Index down 2%

Construction Industry Sees Promising Trends Amidst Market Fluctuations

In An Environment Filled With Disruption, Technology Helps Ease The Pain

What New Home Sales Numbers Could Mean For Buyers And The Economy

Poll Question: Made-in-USA Momentum

Builder Confidence Moves Into Positive Territory In June

Lumber Prices Down About 25% YoY

United States Needs 4.3 million More Homes

Mortgage Rates Continue To Slide

Housing Starts: The Regional Picture

Some Lumber Prices Pop Slightly As Supplies Tighten

High Interest Rates Hold Down Homebuyers

Madison's Lumber Prices Index up 6.3%

Single-family Housing Starts Post Solid Gains in May

<u>Lumber Prices Jump After US Housing Starts Unexpectedly Soar More Than 20% In May</u>

The Generational Challenge

EDUCATION ARTICLES OF THE MONTH

Provided by Federated Insurance

Risk Management Corner When Will a Billion Dollar Storm Blow Your Business Away?

HR Question of the Month Excessive Bathroom Breaks?

It's Your Life Why Is Knowing The Value of Your Business So Important?

WEBINAR

Provided by Federated Insurance

Understanding How Your Work Comp Mod Impacts Your Bottom Line Tuesday, July 18 20, 2023 (1:00 PM CST) 30 minutes | 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 will provide an overview of the fundamentals of workers compensation experience rating to help you understand how injuries in the workplace may affect rates.



Who is Counting on You to Secure the Future of Your Business?

Your business provides employees with a career, customers with quality services, and your family with financial security. Protect your life's work with the help of Federated's network of independent estate planning attorneys.



IT'S OUR BUSINESS TO PROTECT WCLBMA MEMBERS

WE'RE BETTER TOGETHER LIFE AND DISABILITY INCOME
PRIVATE BONUS PLANS KEY PERSON COVERAGE
WORKERS COMPENSATION HIRING PRACTICES
FEDERATED DRIVESAFESM TELEMATICS SOLUTION
RISK MANAGEMENT RESOURCE CENTER
EMPLOYMENT RELATED PRACTICES LIABILITY
EMPLOYMENT LAW ATTORNEY NETWORK
BONDING EMPLOYEE SAFETY TRAINING
RISK MANAGEMENT ACADEMY
CLIENT CONTACT CENTER
FIELD RISK CONSULTANTS
CERTIFICATE CENTER
SURETY SPECIALISTS



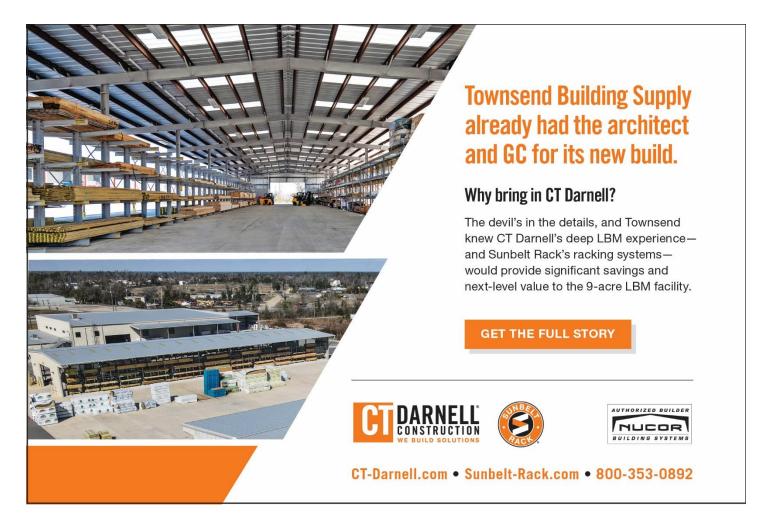




about BUSINESS
SUCCESSION AND ESTATE
PLANNING support.







https://sunbelt-rack.com/stories/townsend/

WCLBMA BOARD OF DIRECTORS

President

Matt Endriss, Central Valley

First Vice President

Chris Fleiner, Reno Carson Lumber

Immediate Past President

Frank Addiego, All Bay Mill & Lumber Co.

Treasurer and Corporate Secretary

Sean Fogarty, Osborne Lumber Co.

Government Action Committee Chair

Augie Venezia, Fairfax Lumber & Hardware Co.

Events Committee Chair

Pat Zan, Taiga Building Products

Investment Committee Chair

Vic Hausmaninger, CPA, HBLA

Directors/Dealers

Daniel Delaney, Ganahl Lumber
Chris Gaylor, Healdsburg Lumber
Merritt Goodyear, Trinity Lumber
Emily Morgan, Ashby Lumber
Jeff Pardini, Hills Flat Lumber
Brian Pierce, Friedman's Home Improvement
Paulo Sitolini, Hayward Lumber
Augie Venezia, Fairfax Lumber & Hardware Co.

Directors/Associates & Affiliates

Brian Bunt, WindsorOne Vic Hausmaninger, CPA, HBLA Thom Wright, Sierra Pacific Industries Pat Zan, Taiga Building Products

2nd Growth President

Stephanie Barrios, Ganahl Lumber

Executive Director

John Ehrig

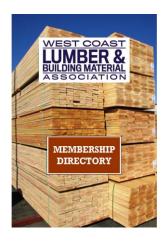
WCLBMA Member & Services Directory

www.lumberassociation.org



2023 Advertising rates and information

A limited amount of advertising will be accepted for the West Coast Lumber & Building Material Association's on-line 2023 Membership and Services Directory. The WCLBMA Membership Directory is located on the WCLBMA website, members only section.



Member Advertising Rates

- ☐ One Month \$150
- ☐ Six Months \$750
- \square Twelve Months \$1,200

NON-MEMBER RATES ARE 2X MEMBER RATES. PAYMENT FOR NON-MEMBER ADS IS REQUIRED IN ADVANCE.

SIZE & FORMAT REQUIREMENTS

The file format should be JPEG or PNG. All ad sales are non-commissionable and not subject to brokerage.

For additional information contact WCLBMA at (800) 266-4344, Charlene Valine, charlenev@lumberassociation.org

Name:		Date:
Company:		
Address:		
City:	State:	Zip:
Email:	Phone:	
☐ CHECK ENCLOSED FOR \$	DA	Y ON-LINE: https://lumberassociation.org/pay-now/
☐ INVOICE US ☐ MasterCard ☐ Visa ☐ American Expres	ss 🗆 Discover	
Card Number:	CVV#:	Expiration Date:
Name on Card:	Authorize	d \$ to Charge:
If company card - Company Name:	Zip Code:	
Cardholders Signature:		

WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630

Phone: (800) 266-4344 • (916) 235-7490 website: www.lumberassociation.org

THE WCLBMA WEEKLY E-UPDATE



E-Mailed News & Information from the WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

2023 WCLBMA WEEKLY E-UPDATE Advertising Rates and Information

Ads for products and services will be accepted in a <u>JPEG format</u> and will be in the WEEKLY UPDATE as a hyperlink with a banner in the copy calling attention to the advertising and link. Use this for new products, events, sales, and general marketing contacts.

Your ad can direct readers to a website, to an advertising message or to an e-mail message. WCLBMA'S WEEKLY E-UPDATE is sent each week to all WCLBMA members and industry related contacts.

Ad Insertion Rates

Advertisers may select 2023 for ads by year, quarter or by month at the following rates. Ads will be attached as a hyperlink with a message calling attention to the advertisement.

71 0 0						
Entire Year \$1,200: □ All of 2023 (Non-member rate: \$3,100)						
By Quarter \$350 (per qtr):	☐ 1 st Quarte ☐ 3 rd Quarte (Non-member	,	□ 4 th	d Quarter, <i>P</i> Quarter, C	•	
By Month \$225 (per month): ☐ January ☐ February ☐ March ☐ April ☐ May						
☐ June ☐ July (Non-member rate: \$500 pe	3	☐ September ☐	October	☐ Novembe	r December	
Ad Sizing Space available is 7 inches wide by 1-1/14 inches deep. Ad will be converted into a hyperlink to your website, e-mail, or message.						
Contact Charlene Valine for more in	nformation or (800)) 266-4344 or <u>ch</u>	arlenev@	lumberassoci	ation.org.	
Company:				Date.		
Address:						
City:	State:			Zip:		
Email:	Phone:			Fax:		
□ CHECK ENCLOSED FOR \$ □ INVOICE US □ MasterCard □ Visa □ American Exp	— oress □ Discover	□ PAY ON-LIN	IE: https://luml	berassociation.org/ _[pay-now/	
Card Number:	C	·VV#:	Expiration	n Date:		
Name on Card:			Authorize	d \$ to Charge:		
If company card - Company Name:			Zip Code:	:		
Cardholders Signature:						

'he Lumber Log



A publication of the WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

2023 Advertising Rates and Information

The LUMBER LOG is published electronically monthly by WCLBMA and is the organization's official publication. With a mix of industry news, political and government affairs information, business advice, safety and management articles and industry opinion, the LUMBER LOG is an excellent choice for advertising. The LUMBER LOG is e-mailed each month to all WCLBMA members and industry related contacts.

MEMBER ADVERTISING RATES (rate per month)

Ad Size	3 Months	6 Months	12 Months
Full Page	\$260	\$240	\$200
Half Page	\$180	\$160	\$120
Quarter Page	\$120	\$100	\$80

NON-MEMBER RATES ARE 1.5x MEMBER RATES. PAYMENT FOR NON-MEMBER ADS IS REQUIRED IN ADVANCE. SIZE & FORMAT REQUIREMENTS Ads should be submitted in either WORD format or a JPEG file. Full page is 7 ½ x 10 in. Half Page is 7½ x 5 in (horizontal) or 3 ¼ x 10 (vertical) Quarter Page is 3 ½ x5 in. Frequency rate discounts apply to ads purchased in the calendar year beginning January 2023. Copy changes and ad rotations allowed. Ads or changes must be received by 15th of month prior to publication date. All ad sales are noncommissionable and not subject to brokerage. AD SIZE: [] Full page [] Half Page [] Quarter Page FREQUENCY: [] 12 month rate [] 6 month rate [] 3 month rate (For less than 12-month frequency, please note months ad is to run) □Jan □Feb □Mar □Apr □May □Jun □Jul □Aug □Sep □Oct □Nov □Dec For additional information contact Charlene Valine at (800) 266-4344 or charleney@lumberassociation.org Date: Name:

Company: Address: City: State: Zip: Email: Phone: Fax: ☐ CHECK ENCLOSED FOR \$ ☐ PAY ON-LINE: https://lumberassociation.org/pay-now/ ☐ INVOICE US ☐ MasterCard □ Discover □ Visa ☐ American Express CVV#: Card Number: Expiration Date: Name on Card: Authorized \$ to Charge: If company card - Company Name: Cardholders Signature: Zip Code:



THE WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION www.lumberassociation.org



2023 Advertising rates and information

A limited amount of advertising will be accepted for the West Coast Lumber & Building Material Association's WEBSITE.

Member Advertising Rates

☐ One Month - \$150

☐ Six Months - \$750

☐ Twelve Months - \$1,200



NON-MEMBER RATES ARE 2X MEMBER RATES. PAYMENT FOR NON-MEMBER ADS IS REQUIRED IN ADVANCE.

SIZE & FORMAT REQUIREMENTS

Size is 330 wide x 168 height and 72 resolution. The file format should be JPEG or PNG. All ad sales are non-commissionable and not subject to brokerage.

For additional information contact WCLBMA at (800) 266-4344 Charlene Valine, charlenev@lumberassociation.org

Name:		Date:
Company:		
Address:		
City:	State:	Zip:
Email:	Phone:	
☐ CHECK ENCLOSED FOR \$	_ □ PAY ON-LINE: <u>I</u>	nttps://lumberassociation.org/pay-now/
☐ INVOICE US		
☐ MasterCard ☐ Visa ☐ American Express	☐ Discover	
Card Number:	CVV#:	Expiration Date:
Name on Card:	Authorized \$ to Cha	irge:
If company card - Company Name:	Zip Code:	
Cardholders Signature:		

WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630

Phone: (800) 266-4344 • (916) 235-7490 website: www.lumberassociation.org