We're Here for You!
March 2020 will certainly go down in history as one of the most unprecedented months the world, and the LBM industry, has ever faced. The introduction of novel coronavirus (COVID-19) has changed our lives and the lives of your business for years to come – and possibly forever. Through all of the changes, federal- and state-mandated closures and much more, the Association is dedicated to providing you as much up-to-the-minute information as possible. Email communications will continue to be our fastest avenue for communicating with you. Should you have additional members of your team who you would like to have receive our notices, please click here to add them to our mailing list.

If you have not done so already, please save the link to NLA's COVID-19 Resource Page. Here you will find up to the minute information on the virus, state and federal mandates, business protocols and best practices, as well as links to state and federal relief programs available to assist you during this crisis.

In the coming days and weeks, we will continue to monitor state and federal “stay at home” and/or “shelter in place” orders and will communicate those – and your responsibilities within them – with members as needed. We will also be issuing additional guidance to assist you with the provisions of the various stimulus packages, federal legislation surrounding the novel coronavirus (COVID-19) and much more.

Additional Resources For Members:
- Centers for Disease Control & Prevention Coronavirus Resource Page
- National Lumber & Building Material Dealers Association (NLBMDA) Resource Page
- Small Business Administration Resource Page

If you have not done so already, please add info@nlassn.org AND cnuernberg@nlassn.org to your list of approved email addresses. Information will continue to be relayed to members daily as this issue progresses.

Office Update
Being located just outside of Minneapolis, Minnesota – the Northwestern Lumber Association staff is subject to state mandates for non-essential businesses. Although we know our efforts in keeping you informed and helping you through this time of need are “essential” – the State of Minnesota has not seen it this way. As of March 30, 2020, the NLA office is staffed but with 1 person on-site. The rest of the team will be working remotely until April 10, 2020.

But never fear!

The team at Northwestern Lumber Association is still working for you – albeit from remote locations. Each team member has a laptop and access to NLA's database, shared files and more. Our phone system is sophisticated and allows each team member to forward their office phone to their cell phone. This also includes forwarding of our main telephone line and our 800 number. Have a question? Just call us! We are here to help!

Now more than ever, NLA is here to serve as a resource for you and your employees.
NLA staff contact information can be found [here](#).

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**COVID-19 WEBINAR-APRIL 9 AT 3PM EST**

**FEDERAL BUSINESS RELIEF RESOURCES**

Learn how dealers can access federal resources and offer guidance on applications, federal agency resources and contacts, and other important information.

The webinar will be presented by NLBMDA Director of Government Affairs Kevin McKenney.

[Click HERE to Register](#).

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**Spring Lumbertech Classes Postponed, But You Can Still Train Your Employees**

As we noted in an email on March 16, due to the COVID-19 outbreak, NLA made the decision to postpone the spring LumberTech classes. We may not be able to gather for classes, but during these quieter times, it is an opportunity to catch up on in-house training and safety checks. Here are just a few ideas:

1. Review your forklift driver certification and make sure everyone is up-to-date (forklift operators must be recertified every 3 years or whenever new equipment is introduced). If you need training materials, contact the NLA office at (888) 544-6822.
2. Review driver & fleet safety. NLBMDA offers a Delivery & Fleet Safety training kit that will help your employees be safer, more productive and more efficient. (Contact the NLA office at (888) 544-6822 more information)
3. Use vendor YouTube channels and online training, to help employees catch up on that much-needed product knowledge.
4. Review safety procedures and protocol for your business to make sure everyone understands requirements and best practices to keep each other safe.

NLA continues to work towards online training options for our classes. This will not eliminate in-person classes but will instead be an enhancement and greater opportunity for you and your team to expand your industry-specific knowledge and skills and to cross-train employees. More information will be coming soon on this new program.

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**Tentatively Scheduled for Sunday, October 4th Through Friday, October 9th**

NLA is excited to announce that the 2020 Mill Tour – nicknamed "Smoky Blue" - will take our next group of lumber dealers to NORTH CAROLINA this October! Starting and ending in Charlotte, NC, this tour will wind its way from Charlotte through the western part of the state towards Asheville (and beyond), touring various building material manufacturers in the region while experiencing the true beauty and magnificence of both the BLUE RIDGE and GREAT SMOKY MOUNTAINS. We hope you’ll join us this year!

Complete details will be available online and emailed as soon as we’re able to finalize them. (See below for more details.)

**What About That Darn Coronavirus?**

As the list of closures, cancellations, and social distancing guidelines/mandates continues to grow exponentially every day, no one really knows what will happen next or when we’ll pass the peak of the enveloping chaos. NLA is working hard in the background and is fully committed to continue delivering value and services while keeping your safety in mind. The upcoming Mill Tour is no exception.

*It is NLA’s intention to still move forward with holding the 2020 Mill Tour this October.*

At this point in time, we feel optimistic that October is far enough away to proceed with our Mill Tour plans. However, please be aware that the tour registration - which typically opens in late May - will be delayed.
This is primarily due to the following:
- Non-essential travel for NLA Staff is not allowed at this time. Therefore, my site visit to North Carolina (which was scheduled for early May) is being pushed back to a not-yet-determined spring or summer date. This site visit is essential to complete before signing contracts, finalizing an agenda, and creating registration materials for the fall tour.
- Many industry manufacturers in North Carolina (and everywhere) are currently experiencing severe restrictions – obviously not allowing tours or even appointments. Until I can meet with someone and until I know if tours will once again be allowed by October, it is impossible to add them to agendas or registration materials. A simple “no” from one or two companies can result in a complete schedule and route change, so it is imperative to get a “yes” before finalizing anything else.
- With so many other places shutting down right now without a definite re-opening date (bars, restaurants, parks, etc.), it is not possible to conduct a full site visit, as all of these places are part of our Mill Tour.

**How You Can Help?**
We understand that travel, even for this fall, may not be something you want to think about right now. However, it will help us tremendously if we are able to see how many of you are interested in joining us six months from now for the Mill Tour in October.

Please email me at jfleck@nlassn.org to let me know your interest level and any questions, or concerns, you may have. Your feedback will help determine if a site visit this spring/summer and the fall tour this October is feasible, regardless of our best intentions to move forward with it.

We will continue to closely monitor the rapidly changing coronavirus situation as it impacts our communities, industry, and upcoming events.

Thank you for your continued support.

Jodie Fleck, CMP
763-595-4058
jfleck@nlassn.org

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**Create an Enduring Risk Management Culture**
If you aren’t committed to incorporating risk management into the culture of your business, a seemingly small change can make it all crumble, leaving you without a solid foundation to help you prioritize the safety of your workers. If you intend to make risk management a core value of your business, your risk management culture needs to be strong enough to withstand any obstacle.

Click [HERE](#) to read entire article from Federated Insurance.

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**The Glass Is Always Half Full**
*By Will Claussen*
There’s no beating around the bush, the world we live in has already changed, and will likely be different following the outbreak of the Covid-19 virus. It is our hope that awareness is spreading faster than the virus itself. As the LBM industry and builders of this nation, it’s our duty to make an effort in controlling the spread of other aspects of this virus as well. To start, try to limit the spread of fear and hysteria with educational awareness and preparedness. I would never minimize the severity of this virus, however, in some cases, fear has taken over and made matters worse for not only individuals, but the surrounding community. A perfect example would be the recent influx of purchasing of toilet paper and paper towels. Is it necessary to buy 20 packages of toilet paper? No. Does purchasing this much have a negative effect on the community? Absolutely. This could have been completely prevented with education and awareness. I don’t mean to speak as though I have all the answers and this all should be fixed in one big fell swoop. There’s a reason I’m writing this from my couch in Minnesota…

The point I am trying to get across goes back to some old advice I heard through sports growing up; “There are two things you CAN control in this world: attitude and effort.” Sure, times are weird and...
somewhat uncertain, but what doesn’t have to be is a positive mindset that we will indeed get through this and there is a light at the end of this tunnel. We might not know when or how, but I certainly know it won’t come any sooner unless we all make a conscious effort to control our attitude and effort. I am sending my absolute best wishes to all of you during these times. I certainly hope to get out and see all of you when the timing is right. Just remember, if you do indeed spill a glass, it’s always still half full!

2020 Special Event Preview

2020 is set to be another great year for Northwestern Lumber Association and our members. The new season provides new opportunities, none being more fun and beneficial than NLA’s 2020 special events!

What better way to start our special events than with a “cheers”? Our 2nd annual Minnesota Grapes and Grains tour will be on May 30th, as we pack into a bus in Minneapolis and tour some of the area’s best local craft beer, wine, and liquor.

Our NLA Nebraska Golf outing will be Tuesday June 9th, at Woodland Hills Golf Course in Eagle, Nebraska. Last year, we had nearly 70 golfers! Form a team and help this event grow even more! We certainly didn’t forget about our friends in Iowa! The NLA Iowa Golf outing is Thursday June 11th, at Coldwater Golf Links in Ames, Iowa.

Finally, if craft beverages and golfing aren’t your thing, we are excited to bring back our Minnesota Fishing Outing on Thursday, July 23rd. Sharpen your hooks and form a team! We will be launching from McQuoid’s Inn on Lake Mille Lacs in Isle, Minnesota.

As of now, all these NLA events are on as scheduled. Please don’t hesitate to register ahead of time and reach out to Will Claussen with any additional questions at 763-595-4057.

Sponsorships are available for these events! Please click HERE or reach out to Will Claussen at 763-595-4057 for more information regarding sponsorships.

2020 Sponsorship Packages

New for 2020 - To simplify the sponsorship process, NLA has created 2 sponsorship package options which will serve as a more all-inclusive way of supporting the Association and its events.

Click HERE or contact Will at 763-595-4057 or wclaussen@nlasn.org for more information about our Gold Tree and Silver Tree sponsor packages.

NLBMDA Celebrates Affordable Housing Credit Improvement Act Milestone

NLBMDA and its coalition partners are pleased to announce that H.R. 3077, the Affordable Housing Credit Improvement Act, now has majority support from the House of Representatives with 220 total cosponsors and carries the most bipartisan support of any affordable housing legislation in the 116th Congress. This bill would strengthen and expand the Low-Income Housing Tax Credit and is a top
Canada Ratifies USMCA Trade Deal
Friday, March 13, 2020, Canada became the final North American country to ratify the United States-Mexico-Canada Agreement (USMCA) on trade. Canada joins the U.S. and Mexico in adopting the USMCA which will replace the North American Free Trade Agreement (NAFTA).

With all three parties now approving, the United States Trade Representative, Robert Lighthizer, announced that the USMCA will go into effect on June 1 of this year.

Classifieds

Lumber Yard for Sale
Northern Minnesota lumber yard for sale. $1.3 million in annual sales. Current inventory of $300k. Equipment includes ’13 Ford Truck with Refurbished 18’ Trailer, 2002 18’ Single Axel Delivery Truck, ’12 Toyota Forklift, ’81 Clark Forklift, trailers and more. Current ownership open to outright sale of business or remaining with new buyer for up to 6 years (if needed).

For more information or to inquire about sale, please contact the NLA office to be directed to current ownership.

FOR SALE: After 33 years of profitable sales, J and M Building Supply, Highland, WI. 4 3/4 acres, all buildings, including 16-unit storage building. All equipment, including: 2 forklifts, 4 trucks, 2 trailers, skid steer. All tools, including: 3 blowing machines. Inventory of approx. $200,000.00. Average annual sales of $1,800,000.00. Asking $699,000.00/offer. Will split storage unit and some equipment. Jim/Mark (608) 929-7844

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

If interested in placing a display ad in the Building Products CONNECTION or the Scene...in a Flash newsletter, contact Erica Nelson at erica@pierreproductions.com or (763) 497-1778

Look for the Helpers. You will always find people who are helping.
Fred Rogers