Navigating Our New World
A Note from NLA President Cody Nuernberg

Generally, articles like this would appear in the Connection Magazine, but this month I felt it important to reach out via our newsletter to touch base with our valued members and share with you what your Association is up to. The past 8 weeks have certainly been trying for everyone – both personally and professionally. Through it all, I have been reminded of the resolve and compassion of our members, our volunteer leaders, and our staff. Although our world may be different, everyone noted above continues to navigate the choppy waters that COVID-19 has presented and all have done so with a level of optimism that many in our world could use right now.

So, What Have We Been Doing? Put simply – we are forging forward!

Meetings & Events
As of this newsletter, many of our upcoming events and meetings are up in the air. The crystal ball does not exist – it’s more like a magic 8-ball most days – but we are doing everything possible to look to the future and devise plans for when we are all able to be together again.

The Golf Outings scheduled for June 2020 in Nebraska and Iowa are still on the books. We are working daily with the facilities to determine our ability to host these events, as we all could use a little break from business and COVID-19 updates/emails/calls.

Meetings and events scheduled for later this summer are, also, still on the books. Regardless of the meeting or event, NLA is committed to ensuring that each event is meaningful, viable and safe for those who attend. Please keep a close eye on your emails for continued updates.

Education
In times like these, education can sometimes be the last thing on our mind(s). Naturally, we move into a mindset of sell everything, make money and survive. And there is nothing wrong with that, but in these ever-changing times, education and continual learning MUST be part of your business plan. In the coming weeks, you will see NLA’s newest addition – LumberTech Online. Likewise, we will continue to expand upon our webinar offerings (some free of charge) and are also planning to expand greatly upon our roundtable programming. Some of our greatest gifts that we can give to you as members are resources and education – and regardless of where we are heading – this will always be at our core.

Connecting
Throughout this experience, the staff has had the pleasure of sitting in on various webinars, roundtable conversations and so much more – all in an effort to learn more about the issues, gather best practices and to expand upon our resources for you. Likewise, we continue to make plans – and are praying - for the day when we can give Zoom and GoToMeeting a rest and get back out in the field with all of you. We miss visiting with you in person and look forward to doing so again soon. Whenever the “caution tape” drops – we will be on the road and we want to see you in whatever fashion you feel most comfortable with. Building relationships and making connections might be the single biggest “thing” that we do, and it is our goal to continue doing so in every way possible.

We continue to thank you for your support during these unusual times. Likewise, we owe a huge debt of thanks to our staff and volunteer leaders who continue to help us navigate the next steps and are doing so with optimism and a vigor like never before. As always, without you – we don’t exist and with you, we
Upcoming Webinar - What Do the Best Sales Professionals Do Best?
Hosted by Positive Polarity and NLA.

Just because the economy stalls doesn't mean your sales will. In this virtual workshop, we'll discuss the main parts of your sales strategy and learn from the best sales professionals what they do to stay moving forward in harder times.

When: May 7, 2020
Time: 10 am - 11 am
No Cost for NLA Members to attend (click HERE to register)

Presenter Dave Molenda, Founder of Positive Polarity
After nearly 30 years of owning businesses in the construction industry, Dave realized his passion is helping companies thrive, so he founded Positive Polarity and authored a #1 Amazon Best Selling book - Growing on Purpose. Dave works with small- to mid-sized businesses to help them develop meaningful relationships with customers, motivate employees and nail sales quotas.

NEW LumberTech Online
Coming This June!
Northwestern Lumber Association is excited to announce that we are teaming up with Building Supply Channel, Inc. to create LumberTech Online!

With over 170 courses, LumberTech Online will deliver access anywhere, anytime for yard workers, sales personnel, and frontline supervisors. In addition to the current catalog of courses, NLA is working with our instructors and industry professionals to add more curricula exclusively to the LumberTech Online platform. These programs will all be included with your monthly subscription.

Watch your email inbox for more information on how you can register for LumberTech Online!

2020 Mill Tour Update
If the scenarios in this image ring a little too true right now, you aren't alone. NLA is also anxious to get out there and go on our annual excursions with our Mill Tour friends again!

With the ongoing uncertainty of travel and gatherings, we are not yet able to definitively determine the fate of the 2020 Mill Tour this October. We will continue to share new information as the situation develops.

In the meantime, enjoy a little dose of the Mill Tour
“Here Comes the Sun”

Although 2020 didn’t start how anyone would’ve guessed, it hasn’t swayed NLA’s desire to soak up the sun with our members. While we continue to evaluate social gatherings and what’s best for our members, for now, we are proceeding with one thing in mind: excitement! The new season provides new opportunities, none being more fun and beneficial than NLA’s 2020 special events.

What better way to kick things off than with a “Cheers!”? Our 2nd annual Minnesota Grapes and Grains tour will commence on May 30th as we pack into a bus in Minneapolis and taste 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, NE. Last year, we had nearly 70 golfers so be sure to form a team and help this event grow even more. We certainly didn’t forget about our friends in Iowa, as the NLA Iowa Golf Outing is Thursday, June 11th, at Coldwater Golf Links in Ames, IA. 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, as we will be launching from McQuoid’s Inn on Lake Mille Lacs in Isle, MN.

As of now, all these NLA events are on as scheduled, but please stay tuned for updates. Register NOW, as there are limited spots available and refunds available for NLA cancellations. Reach out to Will Claussen with any additional questions at wclaussen@nlassn.org.

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

Positive News

It seems like we are bombarded by daily statistics and news – most of it being disheartening and depressing. We would like to change that! Do you have positive news to share? What has been going well at your business? Let us know what positive news you have, and we’ll share it! You can send your news to Melanie at mhultman@nlassn.org.
Federated Insurance Companies Announce COVID-19 Client Relief Credit
The COVID-19 pandemic has created a multitude of challenges for all of us. Through all of these issues confronting us today, our recommended partner, Federated Insurance, has worked closely with their customers to help them find their way through these unprecedented times. Federated is a “Value-Add” company that provides not only some of the best insurance products designed for our industry, but also the safety and risk management support that our members need for their successful businesses. Throughout the COVID-19 crisis, they have provided the latest guidelines to help our members navigate through these times. In addition, they have provided billing options to ease cash flow concerns and adjusted payroll and premium basis, where appropriate.

Today, Federated announced their **COVID-19 Client Relief Credit**, providing premium reductions for their customers in our industry and others throughout the country.

- Federated’s **COVID-19 Client Relief Credit** will provide a 15% credit based on Business Auto premium, Auto Dealer/Garage Coverage Part premium, and Businessowners Policy (BOP) premium from March 15 to June 15. Policies must be in force at the time relief credit is applied. These actions are subject to regulatory approval.

Policyholders will automatically see the COVID-19 Client Relief Credit applied in the upcoming months.

Federated was founded on the four cornerstones of equity, integrity, teamwork, and respect, and has once again shown that they are dedicated to serving the needs of the members of this organization. This is one of the reasons that your association board continues to recommend Federated Insurance. They work hard to do what is right for their customers.

If you are not currently a Federated client, now is the time to check them out. Their unique Right Report® will identify exposures and customize an insurance program specifically for your business, reflecting today’s environment and needs.

Association membership doesn’t cost, it pays!

---

**HR Question of the Month: Employee Returning from Trip**

**Question**

We have crews that ride together in vehicles and perform work outside. We have explained to employees that work is optional during this time and we have encouraged employees to stay home if they feel sick or are concerned about exposure. We have an employee who is returning from a trip to Puerto Rico. She is planning on returning and the crew she is assigned to is afraid of exposure. Can we require that she doesn't come in or turn in a doctor's note before return? How can we protect other employees?

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

---

**OSHA Guidance: COVID-19 Illnesses Not Recordable for Construction**

On April 10, the Occupational Safety and Health Administration (OSHA) revised its guidance on whether employers are required to record cases of COVID-19 in their Form 300 Logs for reporting occupational injuries and illnesses. OSHA’s memo is in direct response to significant concerns raised by NAHB and construction industry partners in a letter to OSHA regarding its position on the recordability of COVID-19 cases.

OSHA states that in areas where there is ongoing community transmission, employers may have difficulty making determinations about whether workers who contracted COVID-19 did so due to exposures at work. Until further notice, OSHA will not enforce its recordkeeping requirements to require these employers to make work-relatedness determinations for COVID-19 cases, except where: (1) There is objective evidence that a COVID-19 case may be work-related; and (2) The evidence was reasonably available to the employer.

OSHA recordkeeping requirements required covered employers record certain work-related injuries and illnesses on their OSHA 300 log.
However, employers of workers in the healthcare industry, emergency response organizations, and correctional institutions must continue to make work-relatedness determinations.

OSHA’s guidance takes effect immediately and remains in effect until further notice, which is intended to be time-limited to the current national public health emergency.

Access the latest NAHB news and business resources to respond to this challenge in the Coronavirus Preparedness and Response section on nahb.org.

June is National Safety Month
Now, more than ever, safety is crucial, both inside and outside the workplace, which is why the National Safety Council will still be recognizing June as National Safety Month.

Given the current state of the world, the month will look a little different than past years. Instead of focusing on a single topic each week, they will provide real-time, relevant resources on a variety of topics for keeping workers safe. Sign up now and they notify you when materials are ready on pressing topics, from ergonomics to mental health.

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 mhultman@niassn.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@pierrepredictions.com or (763) 497-1778.
Keep your face always toward the sunshine —
and shadows will fall behind you.
Walt Whitman